

# GRAIN DEALERS JOURNAL

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Vol. XLI

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WESTERN AVENUE

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50 CHURCH STREET



# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

## AMARILLO, TEX.

Panhandle Gr. & Elevtr. Co., whsle. gr., fld. seeds.\*  
Plains Gr. Co., E. S. Blasdel, millet, cane, kafir.\*

## ATCHISON, KANS.

Blair Elevator Co., receivers & shippers.\*

## ATHENS, GA.

Eppes, Wm. E., grain, hay, flour, produce.

## ATLANTA, GA.

Gregg & Son, J., wholesale brokers, grain, hay.\*

## BALTIMORE, MD.

Chamber of Commerce Members.

Baltimore Pearl Hominy Co., corn pdts.\*  
Blackburn & Co., C. P., grain recvrs., exporters.\*  
Dennis & Co., grain merchants.\*  
England & Co., Chas., grain, hay.\*  
Fabey & Co., John T., gr'n receivers & expts.\*  
Hammond, Snyder & Co., Inc., receivers, expts.\*  
Hax & Co., G. A., grain, hay, seeds.\*  
Lederer Bros., grain receivers.\*  
Manger & Co., J. A., grain, seeds, hay.\*  
Robinson & Jackson, gr. com. merchants.\*  
Wack & Co., Henry E., grain, hay, feeds.

## BEAUMONT, TEX.

Archer Brkg. Co., W. R., grain broker.

## BLOOMINGTON, ILL.

Baldwin Grain Co., brokers.\*  
Hasenwinkle Grain Co., brkrs. of country grain.  
Worth-Gyles Grain Co., cash and future grain.\*

## BOSTON, MASS.

Chamber of Commerce Members.

Benzaquin, Matthew D., grain brokerage, com'n.\*  
Cressey, Fred L., hay, grain, bkg. com.  
Jaquith, Parker, Smith & Co., wheat barley millo.\*  
Marden & Co., C. F., grain brokers.  
Taft, R. C., grain broker.

## BUFFALO, N. Y.

Corn Exchange Members.

Buffalo Grain Co., recvrs., fwrds., consignments.  
Churchill Gr. & Seed Co., recvrs., shippers.\*  
Doorty-Ellsworth Co., Inc., brokerage commission.\*  
Electric Grain Elevtr. Co., consignments.\*  
Harold, A. W., grain, barley a specialty.  
Irwin, Dudley M., barley.\*  
Pratt & Co., receivers, shippers of grain.\*  
Taylor & Bournique Co., receivers and shippers.\*  
Urmston Grain Co., grain commission.\*

## CAIRO, ILL.

Board of Trade Members.

Antrim & Co., H. S., receivers, shippers.\*  
Halliday Elevtr. Co., grain dealers.\*  
Magee-Lynch Grain Co., grain.\*  
Thistlewood & Co., grain and hay.

## CEDAR RAPIDS, IOWA.

Gifford-Matthews Co., grain and grain pdts.\*  
King Wilder Grain Co., grain shippers.

## CHICAGO, ILL.

Board of Trade Members.

Anderson & Co., W. P., grain commission mchts.\*  
Armour Grain Co., grain buyers.\*  
Bailey & Co., B. W., grain commis'n merchants.\*  
Bartlett & Son Co., L., grain commission.\*  
Bartlett-Frazier Co., grain merchants.\*  
Bennett & Co., Jas. E., commission merchants.\*  
Brennan & Co., John E., grain commis'n mchts.  
Carhart Code Harwood Co., grain commission.\*  
Dole & Co., J. H., grain and seeds.\*  
Freeman & Co., Henry H., grain, hay, straw.  
Gerstenberg & Co., commission merchants.\*  
Hales & Edwards Co., grain merchants.\*  
Harvey Grain Co., corn and oats.\*  
Hitch & Carder, commission merchants.  
Hoit & Co., Lowell, commission, grain and seeds.  
Lamson Bros. & Co., consignments solicited.\*  
Lewis & Co., F. S., grain & provisions.\*  
Lipsey & Co., grain commission.\*  
Logan & Bryan, options, cash grain.\*  
Lowitz & Co., E., grain commission.\*  
Lyman, Joseph, Grain Co., grain shippers.  
McKenna & Rodgers, commission merchants.\*  
Mumford & Co., W. R., grain, hay, millstuffs.\*  
Norris Grain Co., grain merchants.\*  
Paynter, H. M., grain and field seeds.  
Perrine & Co., W. H., grain and commission.\*  
Pope & Eckhardt Co., grain and seeds.  
Press & Co., W. G., grain, provisions, stocks, etc.  
Quaker Oats Co., buyers of grain.  
Rosenbaum Bros., receivers, shippers.\*  
Rothchild Co., D., receivers & shippers.  
Runsey & Company, grain commission.\*  
Sawyer Grain Co., grain commission.\*  
Schiffin & Co., P. H., commission.\*

## CHICAGO (Continued).

Shaffer & Co., J. C., grain merchants.\*  
Simons, Day & Co., grain merchants.\*  
Somers, Jones & Co., grain and field seeds.\*  
Thayer & Co., C. H., receivers-shippers.\*  
Ware & Leland, grain and seeds.\*

## CINCINNATI, O.

Grain & Hay Exchange Members.

Blumenthal, Max, grain, feed, hay and straw.\*  
Brouse-Skidmore Co., grain, hay, feed.\*  
Early & Daniel Co., grain, hay, feed.\*  
Perin Bros., want corn.\*  
Mutual Commission Co., hay, grain and feed.\*

## CLEVELAND, O.

Grain and Hay Exchange Members.

Bailey, E. I., grain and millfeed.\*  
Cleveland Grain Co., The, receivers and shippers.\*  
Cuyahoga Grain Co., hay, grain, feed, flour.  
Gates Elevtr. Co., The, recvrs. & shprs.\*  
Lake Shore Elevtr. Co., grain and feed.\*  
Sheets Elevator Co., The, grain, hay, straw.\*  
Shepard, Clark & Co., grain merchants.\*  
Star Elevtr. Co., receivers, grain, hay, straw.\*  
Strauss & Co., H. M., recvrs., shprs. hay & grain.\*  
Union Elevator Co., The, grain and hay.\*

## DALLAS, TEX.

Stagner Bros., recvrs.-shprs. grn., hay, c. s. prod.

## DAVENPORT, IOWA.

Davenport Elevtr. Co., receivers and shippers.\*  
Merchants Elevtr. Co., buyers-sellers all grns.  
Purity Oats Co., buyers of grain.

## DENVER, COLO.

Grain Exchange Members.

Ady & Crowe Merc. Co., The, grain & hay.  
Best & Co., J. D., buy and sell all grains.\*  
Crescent Flour Mills, The, wheat, corn, oats.\*  
Denver Elevator. We buy & sell grain & beans.\*  
Hungarian Flour Mills, wheat, corn, oats, etc.  
Kellogg Gr. Co., O. M., recvrs. & shprs.\*  
O'Donnell Grain Co., wholesale grain.\*  
Phelps Grain Co., T. D., wholesale grain.\*  
Summit Gr'n & Coal Co., wh't, corn, oats, rye, bly.\*  
Thompson Merc. Co., The, W. F., wholesale hay.

## DETROIT, MICH.

Board of Trade Members.

Carson & Co., H. C., corn, oats, rye.\*  
Caughy-Jossman Co., grain & seeds.\*  
Dumont, Roberts & Co., receivers, shippers.\*  
Huston, C. R., gr., hay congmts. a specialty.\*  
Lichtenberg & Son, oats, corn, hay, straw.  
Simmons & Co., F. J., grain & hay.\*

## FORT WORTH, TEX.

Grain and Cotton Exchange Members.

Dorsey Grain Co., receivers, shippers.

## FRANKFORT, IND.

Frank & Co., William, grain brokers.

## GREAT FALLS, MONTANA.

Barkmeyer Grain & Seed Co., grain dealers.

## GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

## HASTINGS, NEBR.

Elder, Fred W., whsle. grain, hay, mill pdts.\*  
Koehler-Twiddle Elevator Co., grain dealers.\*  
Stockham Grain Co., E., whole grain & feed.\*

## HOUSTON, TEX.

Gulf Grain Co., grain, hay, millfeed.\*

## INDIANAPOLIS, IND.

Board of Trade Members.

Belt Elevtr. & Feed Co., receivers and shippers.  
Bingham-Hewett-Scholl Co., grain merchants.\*  
Boyd Grain Co., Bert A., strictly brkg. & com.\*  
Hayward-Rich Grain Co., grain commission.  
Heinmiller Grain Co., receivers and shippers.  
Hill, Lew., strictly commission.  
Hoosier Grain Co., consignments only.  
Kinney Grain Co., H. B., receiver and shipper.\*  
Lowitz & Co., E., grain commission.\*  
McCardle-Black Co., grain merchants.\*  
Minor, B. B., grain consignments solicited.  
Montgomery & Tompkins, receivers and shippers.  
Shotwell & Co., C. A., commission, bkg.  
Urmston Grain Co., receivers & shippers.\*  
Witt, Frank A., grain commission & brokerage.\*

## JACKSON, MICH.

Stockbridge Elevtr., trk. buyers, slrs., gr. & sds.

## KANSAS CITY, MO.

Board of Trade Members.

Addison-Benton Grain Co., consignments.  
Armour Grain Co., grain buyers.\*  
Aylsworth Grain Co., receivers, shippers.\*  
Beyer Grain Co., consignments & mill orders.  
Bruce Bros. Grain Co., consignments.\*  
Clay (Frank B.) Grain Co., helging—mill orders.\*  
Christopher & Co., B. C., kafir, feterita, millo.\*  
Crosdale Grain Co., grain commission.  
Davis Grain Co., A. C., grain commission.  
Denton Kuhn Gr. Co., consignments.\*

## KANSAS CITY, MO. (Continued).

Ernst-Davis Grain Co., commission.\*  
Fisher Gr. Co., C. V., receivers & shippers of gr.\*  
Frisco Elevators Co., grain merchants.\*  
Goffe & Carkner, recvrs. and shprs. of grain.\*  
Hall-Baker Grain Co., consignments.  
Hinds Grain Co., The, receivers, shippers.\*  
Kemper Mill & Elevtr. Co., grain and feed.\*  
Langenberg Bros. Gr. & Hay Co., recvrs., shprs.  
Mensendieck Grain Co., consignments.\*  
Moore-Lawless Grain Co., grain receivers.\*  
Moore-Seaver Grain Co., receivers & shippers.\*  
Morrison Grain Co., consignments.\*  
Norris Grain Co., grain merchants and exporters.  
Parker Corn Co., corn, oats, kafir, milo.\*  
Roehen Grain Co., E. E., consignments.  
Root Grain Co., consignments and futures.\*  
Scouler-Bishop Grain Co., consignments.\*  
Simonds-Shields-Lonsdale Gr. Co., recvrs.-expts.\*  
Stevenson Grain Co., buyers and sellers.\*  
Terminal Elevators, receivers, shippers.\*  
Twiddle-Wright Grain Co., consignments-futures.  
Thresher Fuller Grain Co., grain commission.\*  
Vanderslice-Lyns Co., grain commission.  
Western Grain Co., shippers (a specialty).\*

## ST. LOUIS, MO.

A. J. Elevator Co., buyers and shippers.\*  
Aunt Jemima Mills Co., A. J. Hominy Feed.  
Cope & Kearney, grain commission.  
Gunnell-Windle Grain Co., buyers and sellers.\*  
Holdridge Grain Co., receivers and shippers.\*  
McKee, Lindley & Dunn Grain Co., commission.  
St. Joseph Hay & Grain Co., grain merchants.\*

## ST. JOSEPH, MO.

Dannen Fiedeler Grain Co., grain commission.  
Turner Grain Co.

## LAKE CHARLES, LA.

Beatty Brokerage Co., grain brokers.\*

## LITTLE ROCK, ARK.

Board of Trade Members.

H. K. Cochran Co., receivers and shippers.  
Cunningham Commission Co., gr., corn products.\*  
Darragh Company, hay, grain, mixed feeds.\*  
E. L. Farmer Co., brokers, hay, grain, mill feeds.  
Munn-Burrow Brokerage Co., grain, hay millfeed.\*  
George Niemeyer Grain Company.\*  
J. F. Weinmann Mfg. Co., wholesale gr. and feeds.

## LIMA, O.

Riddle & Co., T. P., hay and grain.

## LOUISVILLE, KY.

Board of Trade Members.

Bingham-Hewett Gr. Co., recvrs.-shprs. grain.\*  
Callahan & Sons, receivers and shippers of grain.\*  
Edinger & Co., grain, hay, flour.  
Fruechtenicht, Henry, hay, grain, mill products.\*

## LYNCHBURG, VA.

Moon-Taylor Co., grain and hay brokers.\*

## MEMPHIS, TENN.

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Browne, Walter M., broker, com. merchant.\*  
Buxton, E. B., broker and commission merchant.\*  
Davis & Andrews Co., grain dealers.\*  
Hasenwinkle Co., H. J., consignments.  
U. S. Feed Co., grain, hay, millfeed.  
Webb & Maury, brokers and com. merchants.\*

## MERCER, MO.

Alley Grain Co., oats, corn, wheat, seeds.\*

## MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.\*

## MILWAUKEE, WIS.

Chamber of Commerce Members.

Donahue Stratton Co., grain merchants.\*  
Hensley & Owen, grain commission.\*  
Kamm Company, P. C., barley and rye.\*  
Rankin, M. G., & Co., grain and feed.  
Rialto Elevtr. Co., grain receivers & shippers.\*  
Taylor & Bournique Co., shprs. corn, oats, barley.\*

## MINNEAPOLIS, MINN.

Chamber of Commerce Members.

Benson, Stabeck Co., grain com.\*  
Cargill Commission Co., grain commission.  
Carter, Sammis & Co., grain commission.  
Cereal Grading Co., grain merchants.\*  
Dalrymple Co., William, gr. com.\*  
Davies & Co., F. M., grain commission.\*  
Getchell-Tanton Co., grain commission.\*  
Godfrey-Blanchard Co., grain recvrs.-shprs.\*  
Gould Grain Co., receivers & shippers.\*  
Hankinson & Co., H. L., grain commission.  
Lewis & Co., Chas. E., consignments.\*  
Marfield Grain Co., grain commission.\*  
McCaull Dinsmore Co., consignments solicited.\*  
Scroggins McLean Co., corn and oats.\*  
Van Dusen-Harrington Co., grain merchants.\*  
Woodward Newhouse Co., grain merchants.  
Zimmerman, Otto A., barley & oats my spec'ly.\*



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[Incorporated]

Vol. XLI. No. 10.

Chicago, Ill., U. S. A., November 25, 1918

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## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

### NEWARK, N. J.

Smith & Wallace Co., J. O., receivers, shippers.

### NEW ORLEANS, LA.

Steele Co., The J. H. W., gr. frt. brok. & forwdrs.\*

### NEW YORK CITY.

Produce Exchange Members.

Bolle-Watson Co., Inc., receivers and exporters.  
Brinard Commission Co., consignments.\*  
Blake, Thomas M., buyers—quote us.\*  
Jones & Co., M. B., buyers—quote us.\*  
Knight & Company, commission merchants.\*  
Morey, L. A., grain.  
Therrien, A. F., broker.

### OKLAHOMA CITY, OKLA.

Grain Exchange Members.

Conyers Grain Co., grain merchants.\*  
Dustin Grain Co., grain, feed, seeds.\*  
Langenberg Bros. Gr. Co., grain merchants.  
Oklahoma Export Co., grain commission.\*  
Okla. City M. & E. Co., grain mer., mfrs.\*  
Rutledge Grain Co., com. merchants.  
Stowers Grain Co., W. B., com. merchants.

### OMAHA, NEBR.

Grain Exchange Members.

Adams-Whyte Grain Co., consignments.  
Cope & Kearney, grain commission.  
Crowell Elevator Co., receivers, shippers.\*  
Fisher Rothschild Grain Co., corn and oats.\*  
Holmquist Elevator Co., receivers and shippers.\*  
Kern Co., brokers & commission merchants.\*  
Merriam Commission Co., consignments.\*  
Miller Wilson Grain Co., consignments.  
Omaha Elevator Co., receivers, shippers.\*  
Roberts Grain Co., Geo. A., grain merchants.  
Rye Schneider Fowler Grain Co., consignments.\*  
Trans-Mississippi Grain Co., recvrs. & shprs.\*  
United Grain Co., grain commission.  
Updike Grain Co., consignments.\*  
Vanderslice Lynds Co., consignments.\*

### PEORIA, ILL.

Board of Trade Members.

Bartlett Co., S. C., grain commission.\*  
Buckley & Co., grain and seeds.\*  
Cole Grain Co., Geo. W., grain com. mchts.\*  
Conover Grain Co., E. B., grain commission.\*  
Consumers Grain Co., grain receivers.\*  
Dewey & Sons, W. W., grain commission.\*  
Feltman Grain Co., C. H., grain commission.\*  
Grier & Co., T. A., grain commission.\*  
Harwood-Young Co., grain commission.

\*Members Grain Dealers National Association.

### PEORIA (Continued).

Luke Grain Co., grain commission.\*  
McFadden & Co., G. C., consignments.  
McCreery & Son, J. A., wheat, corn, oats.\*  
Miles, F. B. & C. C., grain commission.\*  
Mueller Grain Co., receivers and shippers.\*  
Rumsey, Moore & Co., grain receivers.\*  
Warren Com. Co., consignments.\*

### PHILADELPHIA, PA.

Commercial Exchange Members.

Delp Grain Co., E. E., grain and millfeeds.\*  
Dunwoody Co., Etl., flour, grain, feed.\*  
Lemont & Son, E. K., hay, grain, millfeed.  
Miller & Sons, L. F., grain, seeds, hay.\*  
Richardson Bros., grain, flour, millfeeds.\*  
Richardson, Geo. M., grain and feeds.\*  
Rogers & Co., E. L., hay, straw, grain, feed.\*  
Scattergood & Co., S. F., corn-oats.  
Taylor & Bournique Co., shippers corn-oats.\*  
Young & Co., S. H., wheat, corn, oats.

### PINE BLUFF, ARK.

Riley Feed Mfg. Co., mfrs., alfalfa, molasses & chicken feeds; jobbers mill feeds & cereals.

### PITTSBURGH, PA.

Members Grain and Hay Exchange.

Elwood & Co., R. D., hay and grain.\*  
Geidel & Leubin, grain and hay.  
Heck & Co., W. F., grain, hay, millfeed.\*  
Herb Bros. & Martin, grain and hay.  
McCague, R. S., grain, hay.  
Walton Co., Samuel, grain and hay.\*

### PONTIAC, ILL.

Balbach, Paul A., grain buyer, all markets.

### PUEBLO, COLO.

McClelland Met'l I. & R. Co., grain, hay & feed.\*

### RICHMOND, VA.

Grain Exchange Members.

Beveridge & Co., S. T., grain, hay, feeds, seeds.

### SAGINAW, MICH.

Smith-Connor H. & Gr. Co., hay and grain.

### ST. JOSEPH, MO.

Grain Exchange Members.

A. J. Elevator Co., buyers and shippers.\*  
Gunnell Windle Grain Co., buyers and sellers.\*  
Holdridge Grain Co., receivers and shippers.\*  
Aunt Jennie Mills Co., A. J., hominy feed.  
Geiger Grain Co., commission merchants.\*  
Gordon Comm. Co., T. P., grain dir. and broker.\*  
Marshall Hall Grain Co., consignments solicited.\*  
McKee Lindley & Dunn Grain Co., commission.  
Mid-West Grain Co., pure soft wheat.\*  
Sloan Simmons Grain Co., consignments.\*  
St. Joseph Hay & Grain Co., grain merchants.\*

### ST. LOUIS, MO.

Merchants Exchange Members.

Annan Burg G. & M. Co., flour, grain, millfeed.\*  
Brockman & Co., Arthur, grain commission.  
Bryant, Tilghman A., grain broker-consignments.  
Dreyer Com. Co., fdg. stuffs, grain, seeds.\*  
Elmore Schultz Gr. Co., recvrs. & shprs. grain.\*  
Goffe & Carkener Co., grain commission.\*  
Graham & Martin Grain Co., grain commission.\*  
Klosterman-Patton Gr. Co., grain receivers.  
Marshall Hall Grain Co., grain com.\*  
Mason Hawpe Grain Co., grain merchants.  
Hunter Grain Co., grain merchants.  
Langenberg Bros. Grain Co., grain commission.\*  
Morton & Co., grain commission.\*  
Nanson Commission Co., grain commission.\*  
Parker & Beardsley Com. Co., grain & grass seed.\*  
Teasdale Com. Co., J. H., recvrs. & shippers.\*  
Toberman, Mackey & Co., grain, hay, seeds.\*  
Turner Grain Co., grain commission.

### SIOUX CITY, IOWA.

Board of Trade Members.

Bailey, Walter H., Grain Merchants.\*  
Flanley Grain Co., grain and commission.\*  
King Elevator Co., receivers & shippers.  
McCaull Dinsmore Co., commission.\*  
McCaull Dinsmore Co., all kinds of grain.  
Quinn-Shepherdson Co., grain commission.\*  
Rumsey & Co., receivers of consignments.\*  
Slaughter Burke Grain Co., receivers, shippers.\*  
Taylor & Bournique Co., buyers and sellers.\*

### TERRE HAUTE, IND.

Kuhn & Co., Paul, receivers and shippers.\*

### TOLEDO, OHIO.

Produce Exchange Members.

De Vore & Co., H. W., grain and seeds.\*  
King & Co., C. A., grain and seeds.\*  
Southworth & Co., grain and seeds.\*  
Wickenbiser & Co., John, grain recvrs., shippers.  
Young Grain Co., The, grain receivers & shippers.\*  
Zahn & Co., J. F., grain, seeds.\*

### WICHITA, KANS.

Board of Trade Members.

Beyer Grain Co., consignments & mill orders.  
Bruce Bros. Grain Co., Consignments.  
Wichita Terminal Elev. Co., wheat, corn, oats.

### WICHITA FALLS, TEX.

Priddy Grain Co., dom. & export grain.\*

### WINCHESTER, IND.

Goodrich Bros. Hay & Grain Co., whlrs. gr. & sds.\*

HAVING YOUR name in this Directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.

Grain Exchange  
Members

## SIOUX CITY

Grain Exchange  
Members

**RUMSEY & COMPANY**  
Sioux City Chicago

Grain Business in All Branches

**SLAUGHTER - BURKE GRAIN CO.**  
RECEIVERS—SHIPPERS

SIOUX CITY, IOWA SIOUX FALLS, S. DAK.

Get Our Quotations on Corn  
and Oats

Members—Minneapolis Chamber of Commerce,  
Duluth Board of Trade, Sioux City Board of  
Trade, Chicago Board of Trade, Milwaukee  
Chamber of Commerce.

**QUINN-SHEPHERDSON CO.**

GRAIN COMMISSION

SIOUX CITY. W. H. Harter, Resident Mgr.

**TAYLOR & BOURNIQUE CO.**

628-29 Grain Exchange  
SIOUX CITY, IOWA

BUYERS AND SELLERS  
CORN OATS BARLEY

**FLANLEY GRAIN CO.**

Wholesale Grain

Omaha Milwaukee  
Sioux City  
Denver Soo Falls

**The McCAULL-DINSMORE Co.**

H. S. Nevileir, Manager

COMMISSION MERCHANTS

630-635 Grain Exchange

SIOUX CITY, IOWA  
Duluth Milwaukee Omaha



# DENVER

A quick, active market featuring Beans in addition to all grains. Denver invites business on the basis of absolute reliability and prompt service. The following members of the Exchange are equipped to handle consignments to the best possible advantage and to meet all requirements of the trade.

## Hungarian Flour Mills

Dealers in wheat, corn, oats, rye and barley.

## Denver Elevator

We buy and sell grain of all kinds, also beans.

## Crescent Flour Mills, The

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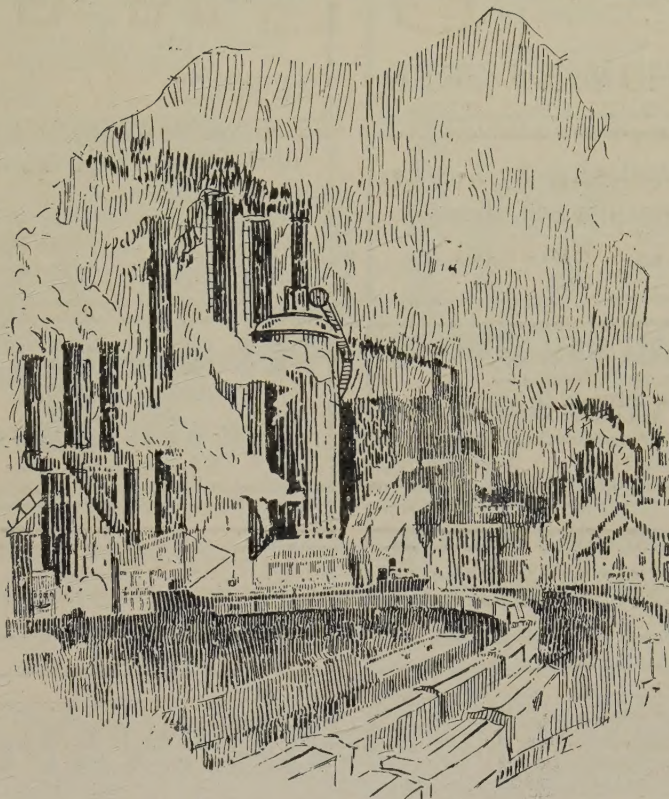
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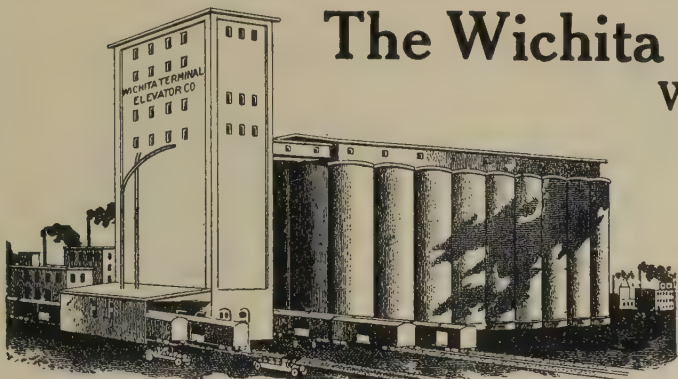
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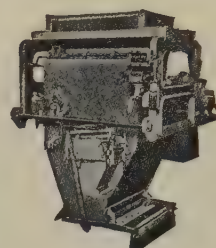
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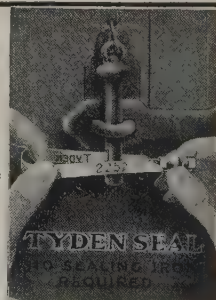
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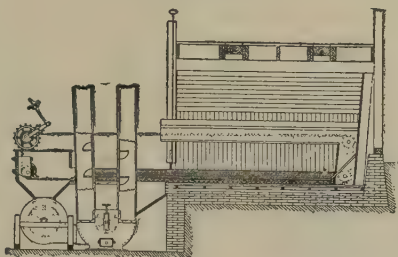
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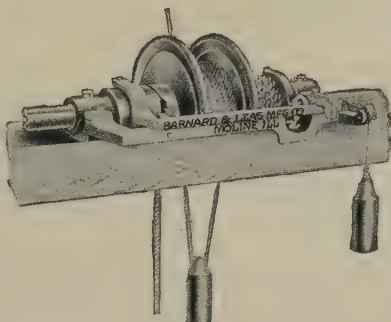


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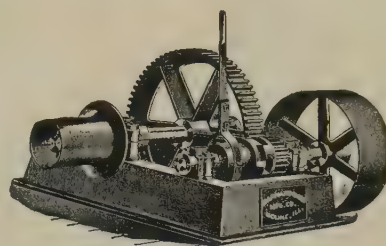
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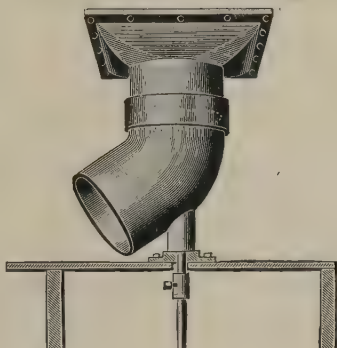
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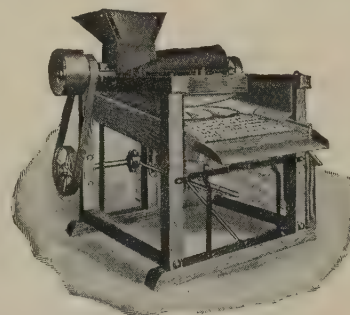
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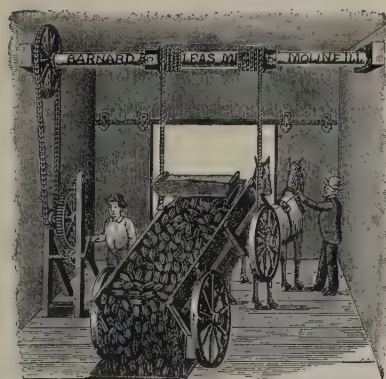


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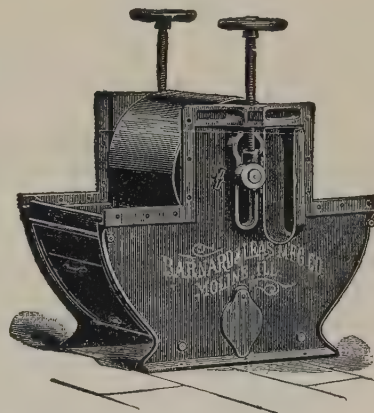
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Style No. 6000  
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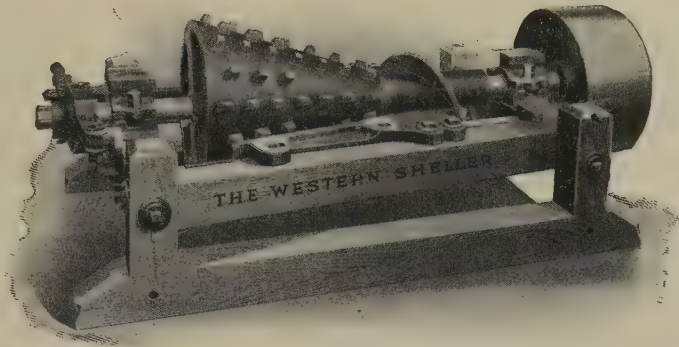
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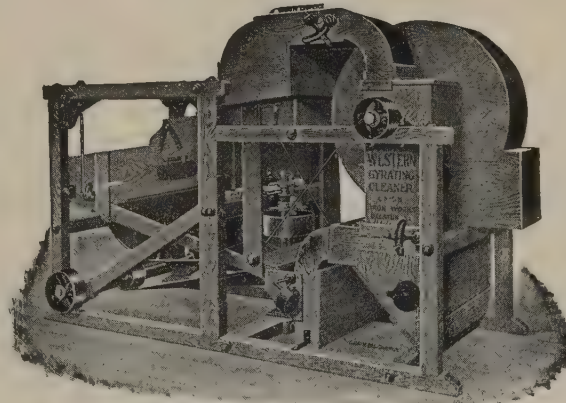
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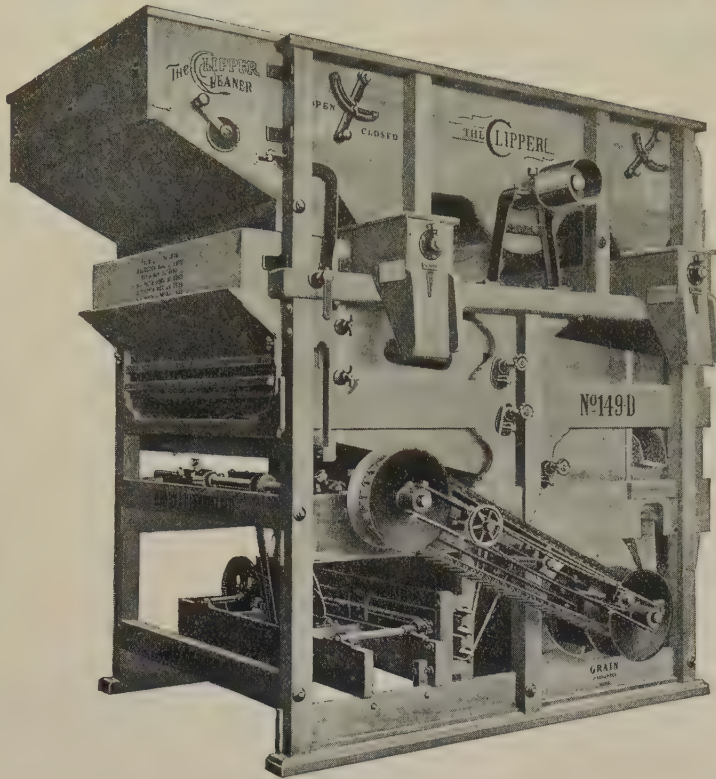
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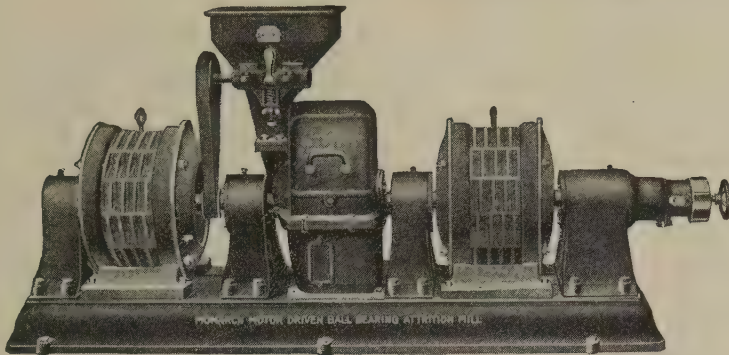
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Made of heavy galvanized steel. Protecting hood for outdoor use.



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Different from any  
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Collector.

Built in sections.  
Easily installed in any  
part of building.

*IT COLLECTS THE DUST*

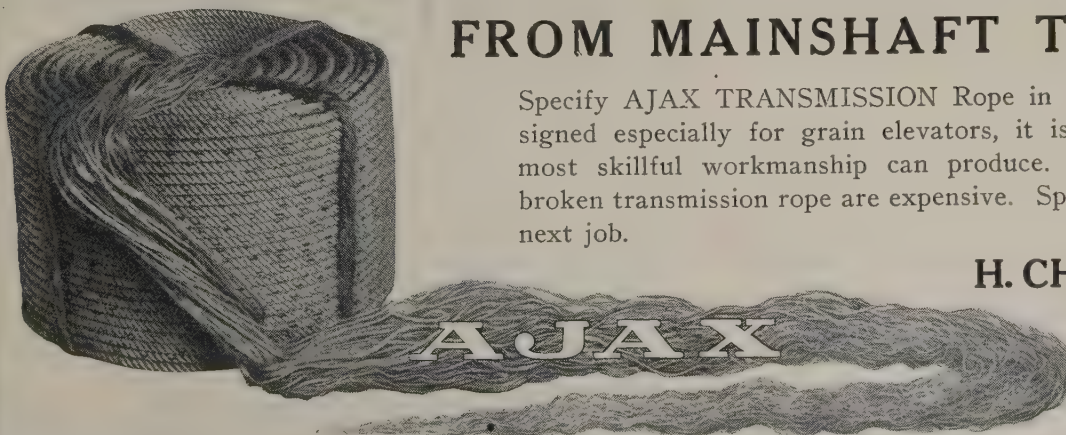
**INVINCIBLE GRAIN CLEANER COMPANY**  
SILVER CREEK, N. Y.

## FROM MAINSHAFT TO HEAD

Specify AJAX TRANSMISSION Rope in your elevator. Designed especially for grain elevators, it is the best rope the most skillful workmanship can produce. Delays caused by broken transmission rope are expensive. Specify AJAX on your next job.

**H. CHANNON CO.**

Chicago, Ill.





# COMPLETE EQUIPMENT

*For Your Elevator*



**THE "U. S." GRAIN CLEANER**

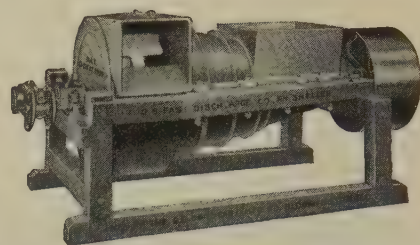
Durable, thorough in operation, and will stand up under a heavy strain. The U. S. has one powerful fan which is under control of the operator at all times, and makes less spouting to build. It can be driven from either side, has two air separations, dustless, light running, all journals run cool, is strong and durable and, in fact, is built to give entire satisfaction.

Send us your orders for Sprocket Wheels, Shafting and Bearings, Elevator Boots, Heads, Buckets, Turn Heads, Spouting, Pulleys, Belting, Sheaves and Rope.



**The Constant Safety Manlift**

Ball bearings. Easily operated. Strong and durable. Equipped with either Manilla or Steel Cable Hoisting rope.



**THE "U. S." CORN SHELLER**

Costs no more than the imitations. Money and time saved when repairs are needed. Only a wrench and the new casting necessary.

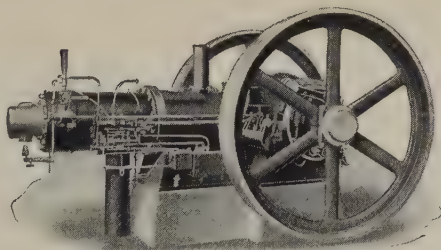
All our Corn Shellers are now mounted on heavy wood frames, unless you prefer the all iron sheller.

No excuse for cracked corn when you use the U. S. Corn Sheller.

Send for further particulars.

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**Bloomington, Ill.**

## Muncie Oil Engines



Develop their horse-power rating on a smaller quantity of fuel than any other engine.

Give more power for the same money, which means the lowest possible cost of operation.

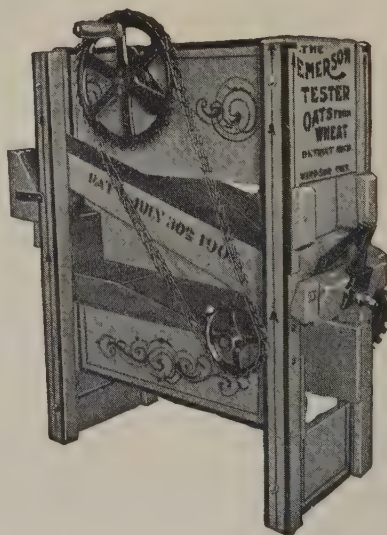
Represent the maximum of engine satisfaction with nothing in sight to equal them for the money.

**MUNCIE OIL ENGINE CO.**  
516 JACKSON STREET MUNCIE, IND.

## Emerson Kicker for "Dockage"

USED BY

**U. S. Grain Standardization Bureau**



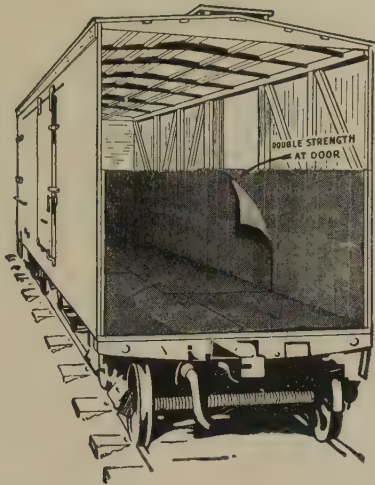
DOCKAGE has caused considerable ill feeling between the elevator man and his farmer patrons. It is to the Grain Dealers' advantage to install a machine that will prove to the farmer that the "DOCKAGE" is "ON THE SQUARE." They prefer to sell their grain to an elevator where guess work has been eliminated; where DOCKAGE is determined on "THE EMERSON" "Oats from Wheat Tester"

It is installed in over 8,000 elevators, flour mills, grain inspection departments, boards of trade, and the U. S. Grain Standardization Department. We guarantee not a kernel of oats left in the sample and not a kernel of wheat lost with the oats. Write for illustrated literature descriptive of this tester.

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Cor. Campbell & Commercial Sts., DETROIT, MICH.  
J. J. Ross Mill Furnishing Co., Portland, Ore. and Seattle, Wash.



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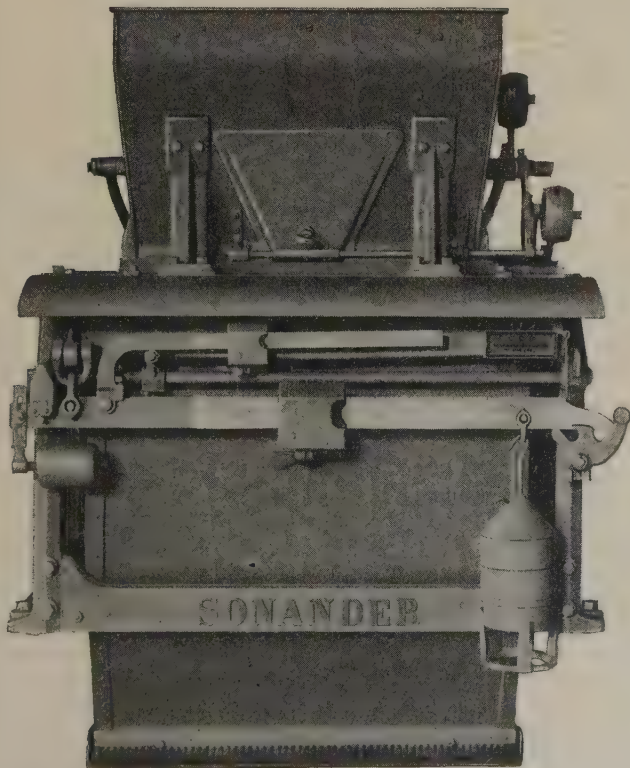


are a scientific product of established merit, quite unlike the paper imitations which split and tear when put to the test. We are in the business to help shippers really save grain—averaging 4 to 8 bushels per car. Kennedy Liners are reinforced two, three and four thicknesses where most needed, and have the reputation of “making good” under all conditions.

The only way to protect yourself against loss in transit is to cooper each car with Kennedy Liners, and know for a certainty that all the grain will be there on arrival. Easy to handle and quick to install.

**KENNEDY CAR LINER & BAG CO.**  
SHELBYVILLE, IND.

## Be Sure of Your Weights



When you put in a claim against a railroad for grain lost in transit are you always sure that the weights you give are correct? Will they stand rigid investigation? These are the things you must think about before you file your claim. Why not feel sure of it; convinced that these weights are correct. You will if you will install a

### Howe-Sonander Automatic Scale

This scale is built in various sizes. Its Non-Chokable Feed Hopper prevents cobs or trash from stopping the scales.

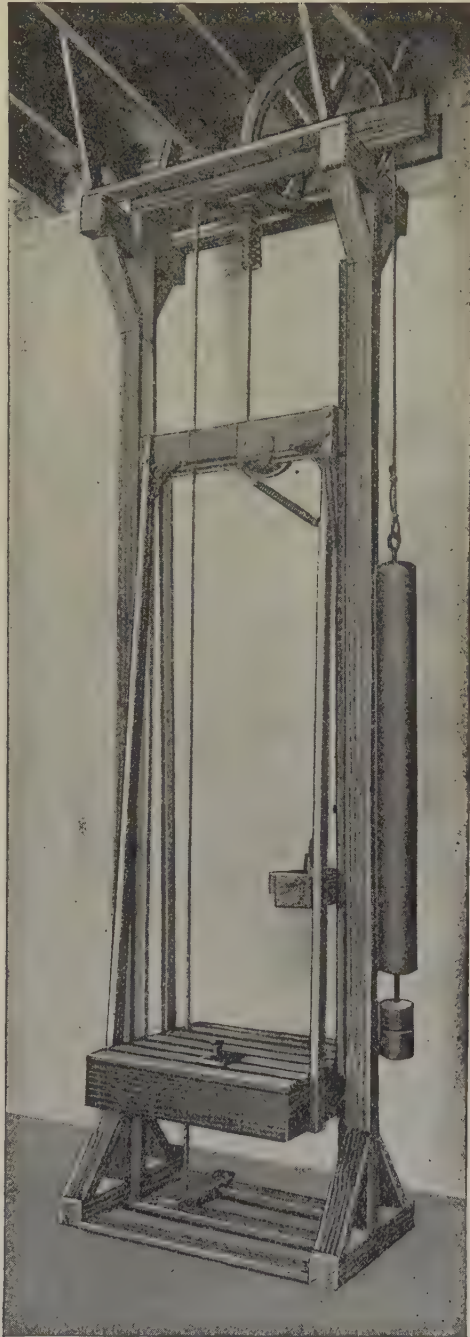
If you are desirous of learning more about this scale, write to any of the offices below.

### Howe Scale Co. of Illinois

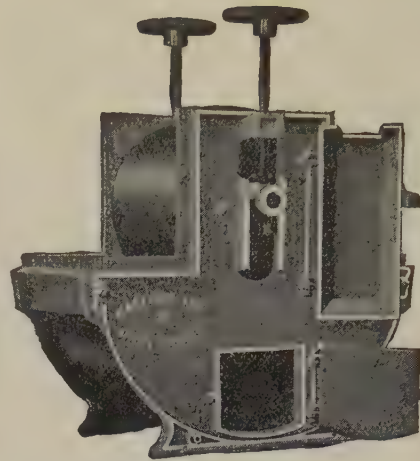
CLEVELAND, OHIO, 1424 W. 9th St. Henry Vogel, Mgr.  
CHICAGO, ILL., 1315 So. Wabash Ave. O. B. Main, Mgr.  
ST. LOUIS, MO., 409 4th St. F. L. Rogles, Mgr.  
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# We Manufacture All Kinds of Grain Handling Machinery



**SUCCESS MAN-LIFT**



**Birchard Elevator Boots**



**BIRCHARD IMPROVED DISTRIBUTOR**

*We also manufacture  
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Automatic, Non-Chok-  
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Wagon  
Dumps

Rope Drives

Hanging  
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Pulleys and  
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Steel  
Spouting

Sprocket  
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Single and Double Leather Belt

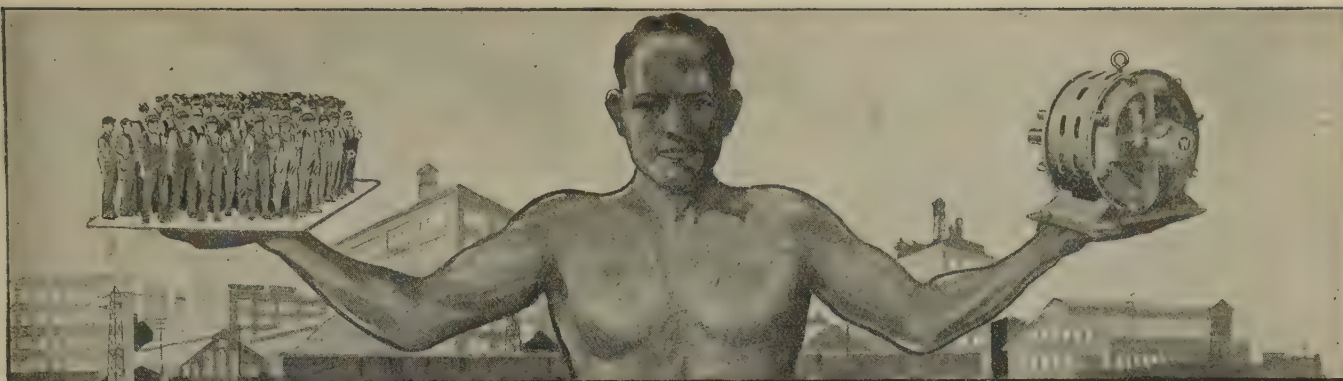
For the want of space we cannot mention one-fifth of the articles we make. Get our literature and our prices. We know that we can save you money. Every article we make we guarantee to give satisfaction or your money refunded.

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Established 1872.

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Why should the labor shortage interfere with production, when the use of electricity as the driving power permits speedier work with fewer attendants? Electric drive possesses many time saving,

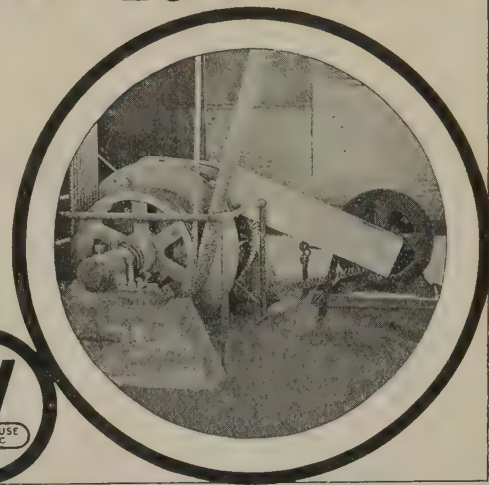
### LABOR-SAVING

and fuel-conserving possibilities that only practical application to individual plant conditions can fully reveal—and manufacturers are finding this method of inestimable assistance in meeting the present crises of labor shortage. Two important factors that have made this solution possible and profitable, are the

### Dependability and Durability of WESTINGHOUSE EQUIPMENTS

They are effectually helping to produce *more* with *less men* in a manner that our flour mill specialists will be glad to explain to you.

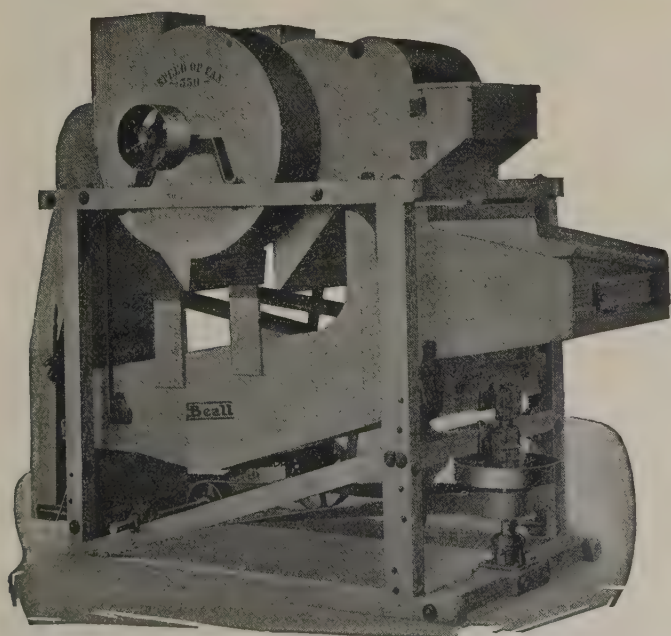
WESTINGHOUSE ELECTRIC & MFG. CO.  
East Pittsburgh, Pa.



# Westinghouse



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*A splendidly balanced, smooth-running machine that pays a good profit wherever used, cleaning grain evenly and thoroughly with two independent fans.*

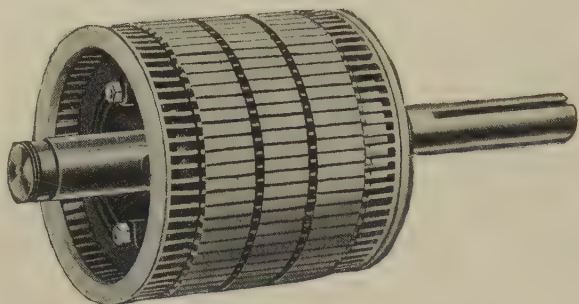
# Beall

THE MARK OF QUALITY

*The air system is as perfect as modern ingenuity can make it. Never any disappointment. Send for Catalogue giving full working particulars and complete details.*

**Beall Improvements Co., Decatur, Ill.**





The end rings are **cast on**. A perfect fusion union is made at every bar—as strong as a one-piece steel bridge.

### Guaranteed by Fairbanks-Morse Quality

These motors have *ball bearings*—packed with grease—means no oil slop—reduced friction—more power on the job—little attention—lower maintenance costs.

**FAIRBANKS, MORSE & CO.**  
Chicago - Manufacturers

Engines, Motors, Pumps, Scales, Water Systems, Lighting Plants, Hoists, Air Compressors, Etc.

Long Life—Efficient Service—  
from Fairbanks-Morse Induction Motors  
the Result of This—

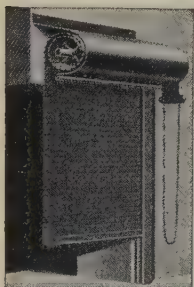
## SOLID METAL ROTOR WINDING

No screws, bolts or rivets to break or fall out—no joints to loosen—no arcing between bars and rings—no sparking.

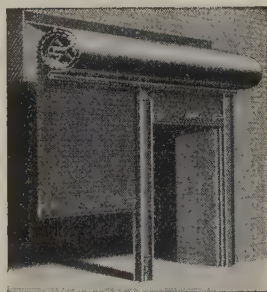


Fairbanks-Morse 150 H. P. Ball Bearing A. C. Motors in loading tower of large public grain elevator.

## EDWARDS ROLLING STEEL DOORS



Chain Gear Operated



Handle Operated

Made of special cold rolled steel, heavy enough to be an absolute protection against fire and burglars. Patented mechanism closes doors automatically in case of fire. All sizes available up to 40 feet wide and 100 feet high.

Special designs and specifications prepared by our Engineering Department for the asking. We also make Metal Roofing, Steel Lockers, Portable Buildings, Metal Bins, Metal Shelving, etc.

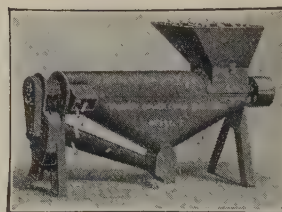
Send for catalog giving full particulars.

**THE EDWARDS MFG. CO.**

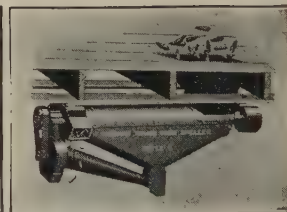
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Lester G. Wilson, Cons. Engr.



Style "A" Shellers stand on the floor.



Style "B" Shellers are hung below the floor.

## TRIUMPH CORN SHELLERS MADE IN TWO STYLES

Both styles shell corn thoroly without breaking the cob or the kernels and take little power. Our corn sheller bulletin tells all about them.

*Let us send you a copy.*

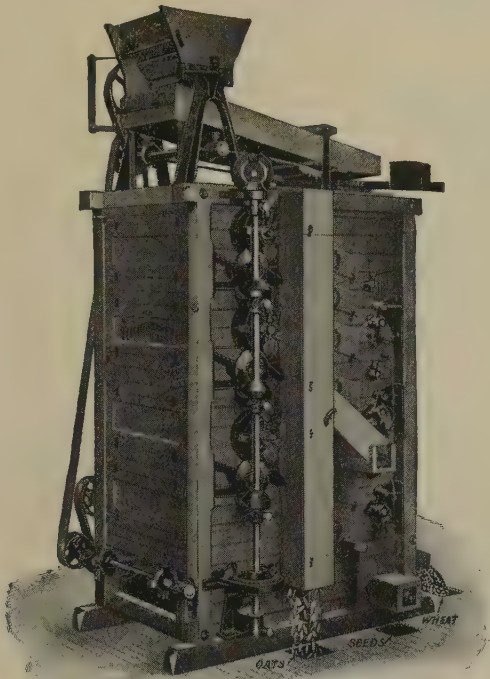
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No. 3 Richardson Oat Separator with Scalper Suction and End Shake Seed Screen, with Automatic Brush Under the Seed Screen

Has passed the Experimental Stage  
and

Grain Dealers and Millers who have tried it by the side of other makes positively know, by actual experience, that it is entirely in a class by itself, and the real and only solution of separating

## Oats From Wheat

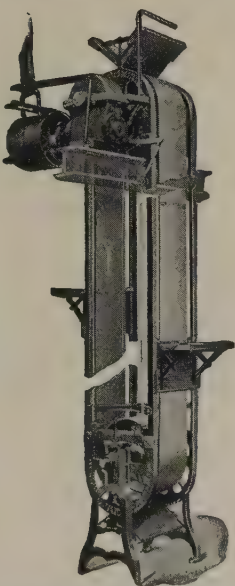
Why waste time and money on an experiment when you can get the *time tried* and *efficiency* tested

## Richardson Wheat and Oat Separator

For particulars write

**RICHARDSON GRAIN SEPARATOR CO.**  
Minneapolis                      Winnipeg

# THE HUMPHREY EMPLOYEE'S ELEVATOR



again was given preference as a part of the equipment of the Chicago & Northwestern Railway Elevator at Milwaukee.

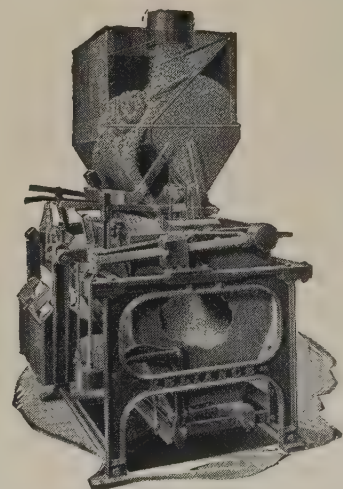
This is proof of the HUMPHREY efficiency in power man-lifts. Saves time and energy of workman.

Write for prices and detailed information why the "Humphrey Endless Belt Route" means bigger profits to the owner.

## HUMPHREY ELEVATOR COMPANY

Dept. G.  
Sole Manufacturers  
**Faribault, Minnesota**

# RELIANCE AUTOMATIC SCALES



New and improved features put these scales in a class by themselves. Weigh evenly and accurately, screening the grain for sticks or stalks, and allowing a steady, uniform flow under all conditions.

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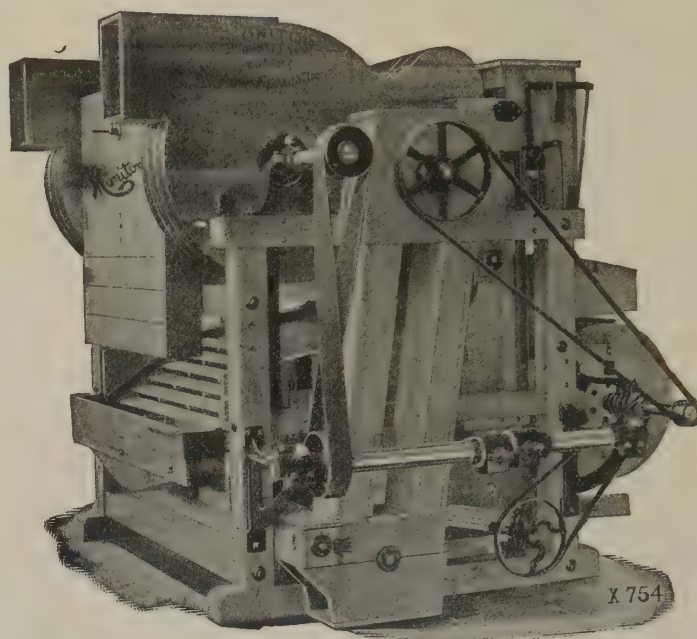
Monitor

## Northwestern Separator

Will do more and better cleaning of Succotash Mixtures than was ever done until this machine was produced. We stand ready to prove this in any elevator.

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### THE MILLER NON-FREEZING PUMP TYPE FIRE EXTINGUISHER

Capacity 2½ Gallons



Simple Operation of a Pump

Discharging and Stopping at will

Non-Freezing 40 below Zero Harmless to Flesh or Fabrics

Throws a Continuous Stream 45 Feet  
CONSTRUCTION of this appliance MUST NOT BE CLASSED with the ordinary pump in general use.

UNDERWRITERS' LABORATORIES, INC.  
INSPECTED  
2½ GALLON HAND PUMP TYPE FIRE EXTINGUISHER M.C.E.

Can be tested any time without the loss of liquid, the solution being discharged back into the shell through the filler.

### A Practical and Reliable Fire Appliance for all Seasons of the Year

#### OUR NON-FREEZING PUMP TYPE FIRE EXTINGUISHER

is constructed of heavy copper, brass and non-kinking hose. It has withstood an unlimited test in every detail for durability and efficiency, under all conditions to which an appliance of this kind is subjected in general use, by the Underwriters' Laboratories, Inc., under the direction of the National Board of Fire Underwriters.

Can be tested any time without the loss of liquid, the solution being discharged back into the shell through the filler.

There is no time lost in generating a pressure. A powerful, continuous stream forty-five feet is thrown immediately, which can be stopped and put into action at will, preventing any waste of liquid.

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Machinery—Tanks—etc.  
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Rubber Protector, \$2.00

Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

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Operating machines and shafts that could stand idle at least a part of the time. Equip your plant with Tester Clutches and start saving money. Get our Free Booklet. Decatur Foundry, Furnace & Machine Co., Dept. D, DECATUR, INDIANA

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Oats and Cottonseed—Eight Tables, reducing any weight from 20,000 to 107,950 pounds to bushels of 32 pounds.

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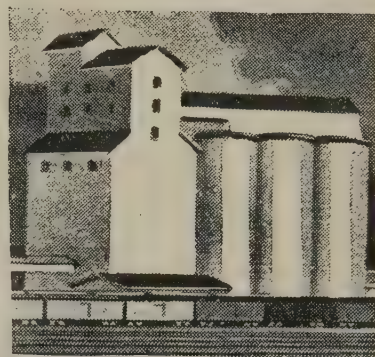
The biggest single advance for years in the handling of grain is the recently patented

## INTERMITTENT DISCHARGE MORRIS GRAIN DRIER

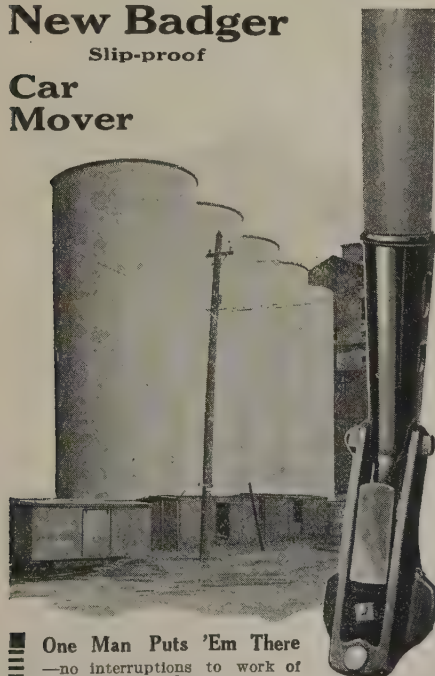
The new Intermittent Discharge is positive and Automatic in operation, the gates having wide openings that never clog. Write at once for illustrated Bulletin.

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#### One Man Puts 'Em There

—no interruptions to work of other men in yards.

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Turning the Wheel Does It.  
No Slipping—No Lost Motion.  
Try It Yourself—30 Days.  
No Money in Advance.

If you keep it, send us \$5.50 plus the freight—  
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305 So. LaSalle St.

Chicago, Ill.

OWNER		
HAULER		
GRAIN	GRADE	DOCKAGE
		%
GROSS		
TARE		
NET		
TOTAL DOCKAGE		
NET POUNDS		
BUSHELS		
PRICE	AMOUNT \$	
STORAGE TICKET NO.		
CHECK NO.		
STATION		
NO.	19	
WEIGHER		
NAME OF FIRM OR BUYER		

Ticket is twice size of cut.



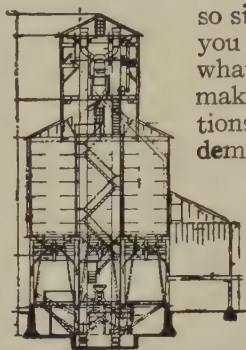
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SIOUX CITY, IOWA

**NOT A CHINESE PUZZLE, BUT READABLE  
PLANS and ESTIMATES**

so simple and self-explanatory that you can readily see at a glance just what you are getting, and you can make those changes which conditions in your own grain business demand on paper. And after seeing what you want you get, if you give the contract to

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DESIGNERS AND BUILDERS OF  
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right, my eighteen years experi-  
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I ALWAYS WANT to read the Journal.—  
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**White Star Co.**  
WICHITA, KAN.

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Good Elevators**WRITE US ABOUT THE  
PLANT YOU HAVE IN MIND**HICKOK**  
**CONSTRUCTION CO.****ELEVATORS  
AND  
MILLS****Offices: Minneapolis and Spokane**

Read description of the 100,000 bushel elevator at Genesee, Idaho



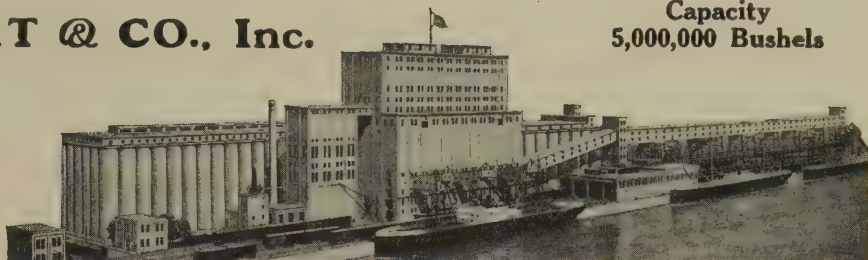
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**JAMES STEWART & CO., Inc.**

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GRAIN ELEVATORS  
IN ALL PARTS OF THE WORLD  
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W. R. SINKS, Manager

Capacity  
5,000,000 Bushels



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capacity, with marine leg, 25,000 bu.  
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## Canadian Government Grain Elevator

Port Arthur, Ontario

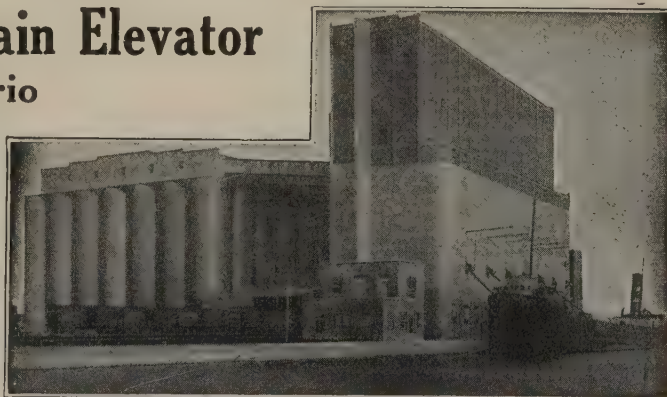
Capacity 3,500,000 Bushels

The Last Word in GRAIN ELEVATORS

Designed and Built by

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with less power, and positive Non-Chok-  
able working leg. Let us show you.  
433 Range Bldg., OMAHA, NEBR.

### A. F. ROBERTS

ELEVATORS  
CORN MILLS  
WAREHOUSES  
FURNISHES PLANS  
ESTIMATES  
MACHINERY  
SABETHA, KANSAS

**To BUY or SELL  
RENT or LEASE  
an ELEVATOR**

Place an adv in the "Wanted" or "For Sale"  
columns of the GRAIN DEALERS JOURNAL  
of Chicago. It will bring you quick returns.

### L. J. McMILLIN ENGINEER and CONTRACTOR of GRAIN ELEVATORS

Any Size or Capacity  
523 Board of Trade Bldg., Indianapolis, Ind.

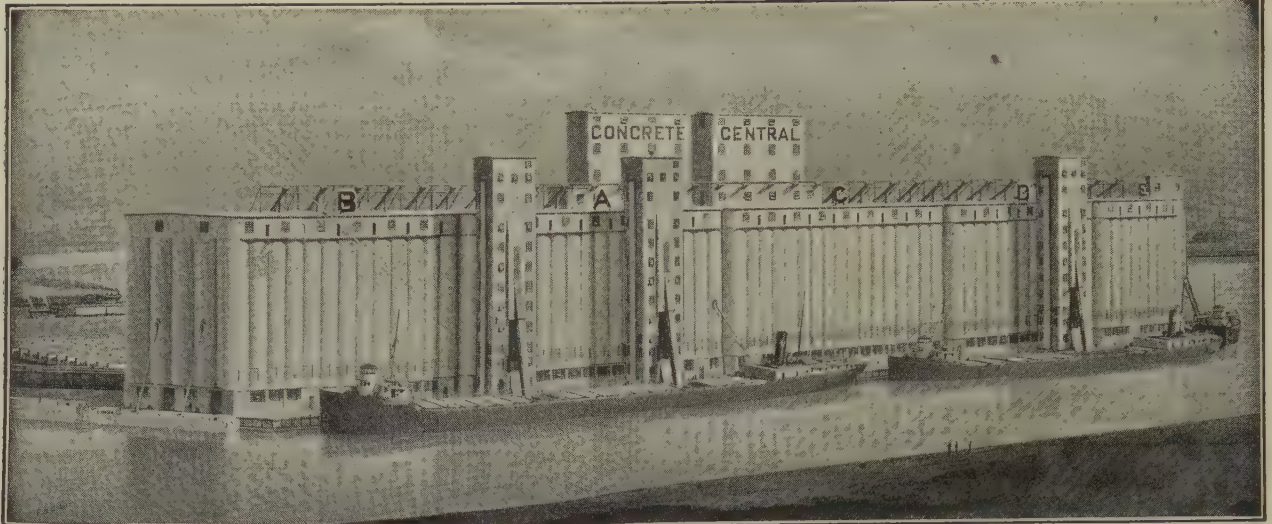
### D. F. HOAG & CO. Designers and Constructors of GRAIN ELEVATORS

Corn Exchange, Minneapolis

WHEN YOU BUY—BUY RIGHT.

OUR ADVERTISERS OFFER THE BEST.





## CONCRETE-CENTRAL ELEVATOR—BUFFALO

ORIGINAL CONTRACT		ADDITIONS
Concrete-Central	Sec. A, 1915	B, 1916. C, D, E, 1917
Shredded Wheat	1911	1913 & 1914
Connecting Terminal	1914	1916
A. J. Wheeler	Monarch Elevator	Wheeler Elevator
Superior	1914	1916
Archer Daniels Linseed Co.	1915	1916
The Record of Satisfactory Work		Its Reward

## MONARCH ENGINEERING COMPANY

Chamber of Commerce

BUFFALO, N. Y.

September 26  
1917September 12  
1917

THESE photographs show night construction work on a large reinforced concrete work house and grain storage tanks which will form a part of a complete plant now under construction by the Canadian Leonard Construction Co., Limited, for the Quaker Oats Company, at Peterboro, Ontario, Canada, for the manufacture of a full line of their products.

The workhouse contains fifty-one bins in addition to the legs for unloading, transferring and blending. The total grain storage of the entire plant will be about two million bushels.

## LEONARD CONSTRUCTION CO.

WHITEHALL BUILDING  
NEW YORKMcCORMICK BUILDING  
CHICAGO

American Flint Tile Elevator

HOLLOW TILE  
ELEVATORSFireproof, no upkeep,  
indestructible. Guaranteed.

Built with

## American Flint Tile

COST LESS THAN  
CEMENT OR WOODPlans and estimates furnish-  
ed free.

Write to nearest office

## W. W. COATES CO.

Kansas City    Omaha  
Sioux City    Des Moines  
Oklahoma City

## SHIPPERS' RECORD BOOK No. 20

is designed to facilitate the book-keeping of grain shippers and to minimize the labor of keeping a complete record of each car shipped. The book is 9½x12 inches and contains 100 double pages of superior paper. It is well bound, ruled in two colors, and the column headings clearly printed. Spaces are provided for records of 2900 car loads.

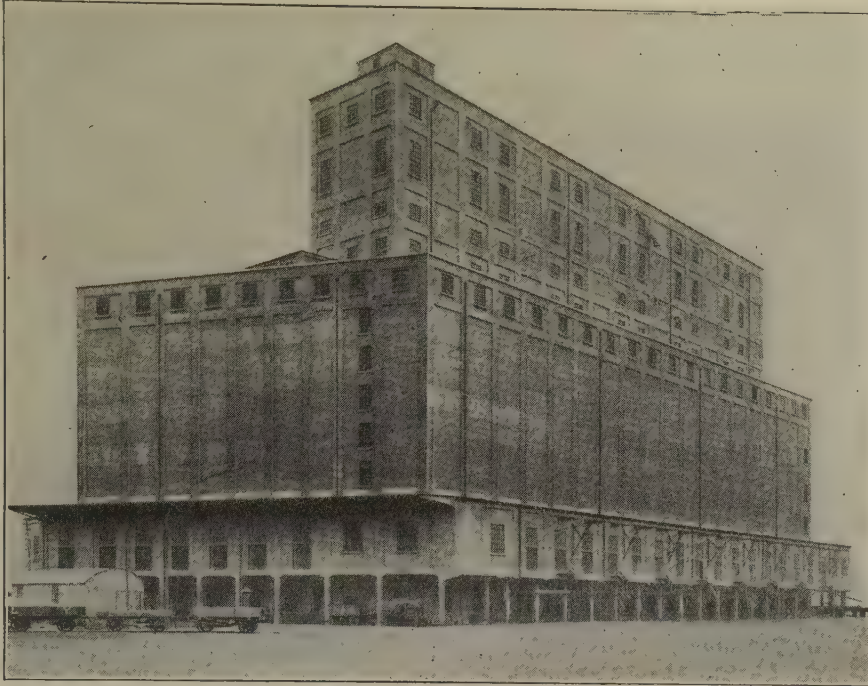
At top of left hand page, in bold-faced type, are the words, "IN ACCOUNT WITH," and at top of facing page, is dotted line for name of firm to whom grain is sold. It is intended that records of shipments to each firm shall be kept separate. The column headings on the facing pages are: Date of Sale, Date of Shipment, Car No., Initials, Amount Sold, Kind of Grain, Weight, Price, Draft, Remarks, Date Returned, Weight Returned, Overdrawn, Net Proceeds and Balance.

Wide columns are provided for recording these facts under the respective heads.

Price, \$2.00. Address

GRAIN DEALERS JOURNAL  
LaSalle Street - CHICAGO, ILL.





## Elevator No. 2

**Manchester Ship  
Canal Company**

Manchester, England

1,500,000 Bushels

## John S. Metcalf Co., Ltd., *Grain Elevator Engineers*

54 St. Francois Xavier Street  
MONTREAL, CANADA

108 South La Salle Street  
CHICAGO, ILL., U. S. A.

395 Collins Street  
MELBOURNE, AUSTRALIA

36 Southampton Street Strand  
LONDON, W. C., ENGLAND

## FEGLES-BELLOWS ENGINEERING CO. LIMITED

### ENGINEERS—CONTRACTORS

GRAIN EXCHANGE,  
FORT WILLIAM, ONT.

UNION BANK BLDG.  
WINNIPEG, MAN.

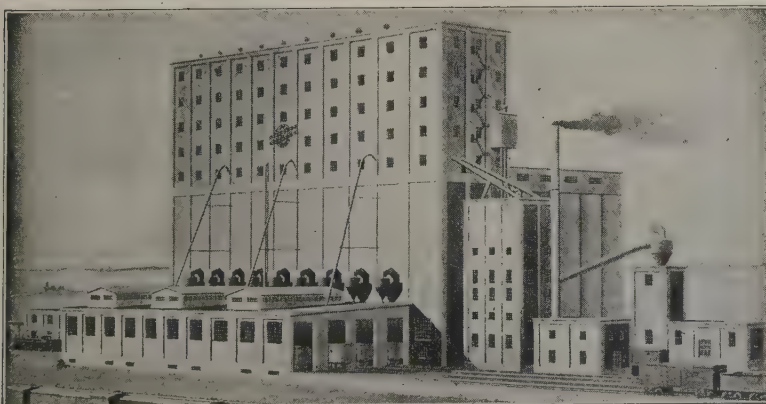
### THIS IS WHAT WE DID IN 1917

500,000 Bu. Fireproof Elevator, C. G. Ry., St. John, N. B.  
175,000 Bu. Fireproof Elevator, Western Terminal, Ft. William  
500,000 Bu. Fireproof Elevator, N. M. Patterson Co., Ft. William  
1,000,000 Bu. Fireproof Elevator, C. G. Ry., Transcona, Man.  
Fireproof Treating Plant, Anchor Elevator, Winnipeg, Man.  
Complete Fireproof Plant—Mill, Warehouse and Elevator—for  
the Echo Flour Mills Co., Gladstone, Man.



Canadian Government Railways Elevator, Transcona, Man

**WE HAVE AN ENVIABLE RECORD FOR SERVICE**



## The 1,250,000 Bushel C. & N. W. Elevator

at

**Council Bluffs, Iowa**

is the latest acknowledgment of our  
capabilities as Grain Elevator Engineers  
and Constructors.

## WITHERSPOON-ENGLAR CO.

1250 Monadnock Bldg., CHICAGO, ILL.

Builders of Modern, Fireproof  
MILLS AND ELEVATORS



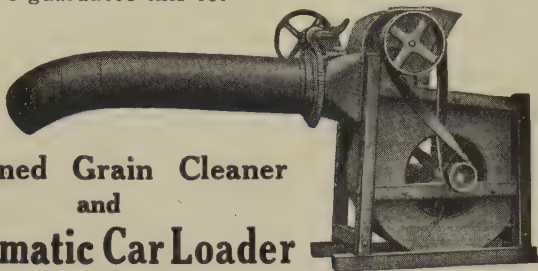
**CLEAN AND LOAD IN ONE OPERATION**

Now that grain is commanding such a high price and there is and will be such a demand for it, it behooves you to load it properly, this means that you should use a Car Loader that cleans and loads at the same time. We guarantee this for

The

**Combined Grain Cleaner  
and**

**Pneumatic Car Loader**



It does not mill or crack the grain; fills cars to full capacity; strong, durable, requires no attention after starting. Cools and dries the grain as it passes through the air.

Used by hundreds of elevator owners. List of users will be sent you on request.

Write for list and circulars

**MATTOON GRAIN CONVEYOR CO., Mattoon, Ill.**

**THE ROBERTS ALFALFA MILL**

When fitted with baled hay attachment will grind baled hay as readily as loose hay without the operator breaking the bales.

The Roberts Packers are especially designed for alfalfa meal, easily operated and do not tear the bags.

Maximum capacity with minimum power.

Write for catalog and descriptive matter.

**THE ROBERTS MILL & MACHINERY COMPANY**

1725-31 Blake Street, DENVER, COLORADO

**Have a Capable Feed Department**

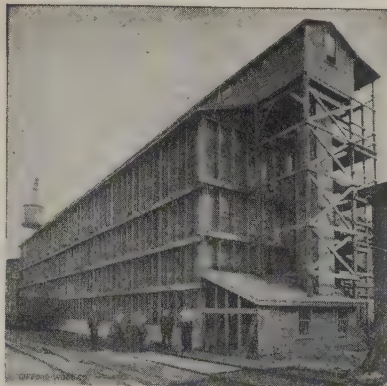
There is no better source of profit for an elevator than a feed department that is properly conducted. The extent of the profit depends, first, on the feed mill which must be able to turn out good quality grinding at the lowest possible cost; second, the persuasive powers of the elevator man to interest his patrons in his product.

If you are backed up by a good feed mill your persuasive powers will not be lacking.

You know what feed mill to install? Write and ask us.

**J. B. EHRSAM & SONS MFG. CO.**

ENTERPRISE, KANSAS

**Big Business is Just Ahead of You—**

**Unusual Demand for Coal Handling Machinery  
A Good Business Barometer**

Are your facilities adequate for handling your present tonnage—and *More Business too?*

Let us show you a way to reduce your Handling Cost, increase daily deliveries and better your service.

**G-W  
Wagon  
Loaders**

Solves the  
Loading  
Problem

Send for  
Catalog 16G.



**GIFFORD-WOOD CO.**

Chicago Office: 565 W. Washington Street  
Works: Hudson, N. Y.

**WAGON HOISTS  
AND DUMP IRONS**

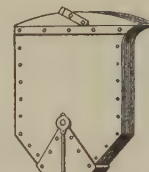
Used **PULLEYS  
SHAFTING  
BOXES, Etc.**

Send for Lists

**W. D. BROWNING**

73 Washington MEMPHIS, TENN.

**Watch for Announcement  
of Our New  
Location**



Formerly called  
"NORTHWESTERN"

**KLINGLER MFG. CO.**  
MINNEAPOLIS, MINN.

**The Van Ness Safety  
Roller Bearing Manlift**

is built for service. Made from Selected White Birch, has direct acting springs, double safety device that will not fail, runs easy, unnecessary to bolt or lock it while not in use.  
Has wire cable and cotton hand line. Sold on 30 days' trial. Write for circulars and prices.

Manufactured and for sale by

**R. M. Van Ness  
Construction Company**

203 Grain Exchange  
OMAHA, NEB.

We Build  
Modern Grain Elevators



**PAYS for  
ITSELF**



Loads every car to full capacity without scooping in dusty car. Improves grades. Cannot injure the tenderest grains. Simple and easy to install and operate. It will pay you to write for booklet, "Better Profits for You." 30 days' trial. Do it now.

**MAROA MFG. CO.**

Dept. G. MAROA, ILL.  
Boss Car Loaders.

**For Accurate Moisture Tests  
use our Grain Dealers Air  
Tight Cans for forwarding  
your grain samples.**

**ST. LOUIS PAPER CAN AND TUBE CO.**  
ST. LOUIS, MO.



# Wanted and For Sale

The rate for advertisements in this department is 20 cents per type line each insertion

## ELEVATORS FOR SALE.

**FOR SALE**—Grain elevator, coal, flour, feed and seed business. Central Indiana. Address W. R. Lines, Messick, Indiana.

**FOR SALE**—Elevator for corn and wheat. 10 H. P. Electric Motor, new. Building and machinery in good condition. Now doing business. Tudor & Co., St. John, Kansas.

**30,000 BU. ELEVATOR** for sale, complete with machinery and additional warehouses. Address Coleman State Bank, Coleman, Wisc.

**20,000 BU. ELEVATOR**, frame building, for sale. Located at Osage, Iowa, on C. G. W. R. R. Very cheap. Write Buy, Box 3, Grain Dealers Journal, Chicago.

**FOR SALE**—Grain elevator, coal and feed business in western Ill. Located in splendid territory, competition ideal. Address "Get-Busy" Bx. 10, Grain Dealers Journal, Chicago.

**FOR SALE:** An elevator and coal business in central Iowa. Good proposition. Owner has other business and must sell. Address Central Iowa, Box 7, c-o Grain Dealers Journal, Chicago, Ill.

**DOUBLE YOUR MONEY** within three years by investing NOW in Ohio elevator and coal business. \$16,000 cash—no trade. Address Double, Box 5, % Grain Dealers Journal, Chicago.

**FOR SALE**—Grain Elevator, Coal, Flour & Feed business to settle estate. Located in good grain territory. A regular money maker. Address Grain Box 9, Grain Dealers Journal, Chicago.

**FOR SALE**—65,000 bus. elevator in North Central Ill. Handles over 200,000 bus. grain annually. No competition. Best proposition in the state and a bargain if taken soon. For particulars address H. E. Jewell, Magnolia, Ill.

**FOR SALE OR LEASE**—8,000-bu. capacity elevator, with good farm implement business. Advancing years and death in the firm makes it advisable to sell. Good grain locality. Good business. For complete information apply to Alex Verdoot & Co., Bonnot's Mill, Mo.

**FOR SALE**—Elevator 20,000 capacity with 14,000 bu. Ear Corn crib, coal business. Good territory Eastern Illinois. Must sell on account of breakdown in health. Address Kent, Box 9, % Grain Dealers Journal, Chicago, Illinois.

**FOR SALE OR RENT**—Two grain elevators. One equipped with cleaning machinery. Splendid shipping facilities. Address Frank C. Blodgett, 600 Flour Exchange, Minneapolis, Minn.

## ELEVATOR FOR SALE.

18,000 bu. cribbed elevator, near station, good shape, in the best wheat section of N. Dakota. Reason too much to handle. Reasonable price. Address Elev., Box 1, care Grain Dealers Journal, Chicago.

**A better elevator manager than you have ever had will read the "Help Wanted" ads in this issue! Go after him in the next.**

## ELEVATORS FOR RENT.

**ELEVATOR FOR RENT**, either with or without mill in connection. About 200 M capacity. Located in Toledo, Ohio, on T. & O. C. tracks, New York Central Lines. Apply A. M. Donovan, 208 Second National Bank Bldg., Toledo, Ohio.

## ELEVATORS WANTED.

**WANTED**—To buy well located country elevator, preferably in Nebraska. Address WAN Box 7, Grain Dealers Journal, Chicago.

**WANTED**—An elevator for 160 acres of raw prairie land in Richland Co., N. D., price \$50. per acre. Make offer. Dvorak, Wyndmere, N. D.

**WANTED**—Grain elevator or several nearby. Have 230 acres, Spokane, Wash. 2230 acres, Pasco, Wash. All clear. Price \$58,750. B. W. L., % Grain Dealers Journal, Chicago, Ill.

**WANTED**—We are in the market and will pay cash for one or two suitable grain stations in northwestern Illinois. Do not object to side lines, but not interested in lumber. Address Northern, Box 10, Grain Dealers Journal, Chicago, Ill.

## WAREHOUSE FOR SALE.

**WAREHOUSE**, fully equipped for milling and handling beans, grain or seeds, located on track at East Jordan, Mich. Also Manager's residence. Can make an attractive price. Address The Everett E. Clark Seed Co., Milford, Connecticut.

## BUSINESS OPPORTUNITIES.

**FOR TRADE:** A good 160 acre farm. Will trade for good elevator. Sloan-Simmons Grain Company, St. Joseph, Missouri.

**IF YOU WANT** to sell or exchange your property, write me. John J. Black, 57th Street, Chippewa Falls, Wis.

**FOR SALE** or Trade, farm near Independence, Iowa. Want elevator or lumber yard in Northern Illinois or Iowa. Farm leased for next year at one-half crop and \$300.00 cash. Go and see this farm and submit best offer. C. O. Pfund, Bode, Iowa.

**FOR SALE**—Coal and feed business. Address Esmond & Dean, Chemung, Ill.

## MISCELLANEOUS FOR SALE

**FOR SALE**—A New Way hay press that has baled only 95 tons. Shipment from a nearby point in New York state. Also Ann Arbor Columbia 17x22 Belt Presses in stock at Weedsport, N. Y. ready for immediate delivery. Tudor and Jones, Weedsport, New York.

**FOR SALE**—In good condition, approximately 60 Revolving Dust Collectors, standard makes. For prices write the Buckeye Cotton Oil Co., Atlanta, Ga.

**FOR SALE**—1 Boss Loader in fair condition. Miscellaneous lot of shafting, 1-15/16" and 2-7/16".  
**STUDEBAKER GRAIN & SEED CO.**  
Bluffton, Indiana.

## ELEVATOR BROKERS.

**JOHN A. RICE**, exclusive elevator broker, Frankfort, Indiana.

**ELEVATOR BUYERS SAVE TIME AND MONEY BY WRITING ME WHAT YOU WANT. I HAVE IT OR WILL GET IT.** NAT CLAYBAUGH, elevator broker, Frankfort, Ind.

## OFFICE SUPPLIES.

**SAFES**—Large stock of new and used safes on hand. Protect your valuable papers. Prices reasonable. The Howe Scale Co., of Ill., 409 N. 4th St., St. Louis, Mo.

## SCREENINGS WANTED

Clover and Alfalfa Seed Screenings wanted. Also Low Grade Clover Seed. Send us Samples which will have our prompt attention. King Seed Co., North Vernon, Ind.

## FLOUR FOR SALE.

**MIXED CARS** of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop, Ohio Farm feed, shelled corn and standard oats, in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

The "WANTED—FOR SALE" columns of the Grain Dealers Journal reflect all opportunities of real interest to the grain trade.

## BAGS—BAGGING—BURLAP.

**BURLAP BAGS OF EVERY KIND FOR SALE;** new or second-hand, plain or printed with your brand; Seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheet- ing, or Paper for Car Lining, etc. Wanted: Second-hand bags, best prices paid. WM. ROSS & CO., 409 N. Peoria St., Chicago

## MISCELLANEOUS WANTED

**WANTED**—New crop ear corn. New Douglas Grain Co., New Douglas, Ill.

**WANTED**—One cyclone dust collector, 6 ft. in diameter. Wagner Milling Company, Pedro, Ohio.

**WANTED**—Corn Mill, Roller preferred. State condition and capacity and price in offer. E. Stockham Grain Co., Omaha, Nebraska.

**WANTED**—Either Burroughs or Wales adding machine; also either 2 or 3 h.p., 3-phase, 220-volt motor. W. E. Gest, Defiance, Ohio.

**ELECTRIC MOTORS** and Machinery at once. Do you want a motor? Write us. Largest stock in America.

**NATHAN KLEIN & CO.,** 208K Centre St., NEW YORK CITY.

On the other end of the Journal's "Wanted—For Sale" columns you will find 6,500 grain dealers anxious to know what you have for them.



**ENGINES FOR SALE.**

**FOR SALE**—75 H. P. engine and gas producer, run about a year. Dadmun Brothers, Whitewater, Wisconsin.

**FOR SALE**—15 H. P. Cushman Engine as good as new. Will sell cheap. Address Bx. 158, Forgan, Oklahoma.

**FOR SALE**—Economy Gasoline Engine, 7 h. p. 6x16 friction clutch pulley, mounted on trucks, good as new, \$175. C. F. Cline, Terral, Oklahoma.

**FOR SALE**—One 25 H.P., one 35 H.P. and one 45 H.P. Miami gas engines in excellent condition. The Sharle Bros. Machine Co., Middletown, Ohio.

**FOR SALE**—12 H. P. Stover gasoline engine. Only used one year, in good condition—price \$350. Same engine from dealer will cost \$522. Cheyenne Wells Elevator Co., Cheyenne Wells, Colo.

**FOR SALE**: 25 H-P Charter Oil engine with clutch pulley, fuel tanks and piping, one year old same as new, immediate shipment \$800. Address Home Milling Co., Fargo, N. Dakota.

**STEAM ENGINES, BOILERS.**

**FOR SALE**—18 H. P. STATIONARY steam engine; Will Hines, Peabody, Kans.

**BOILERS**—high pressure, 18, 20 and 30 h. p. Engines 6, 10, 20, 60 and 150 h. p. Gas engines, 6, 9, 26 & 30 h. p. Heaters, pumps. Casey Boiler Works, Springfield, O.

**FOR SALE**: One 16x36 Corliss Monarch Cylinder, complete with valve gears. Cylinder in good condition. Price right. Address Border Queen Mills, Caldwell, Kansas.

**FOR SALE**: 12x36 Atlas Corliss 100 h. p. engine, good condition. 60x18 low-pressure 100 h. p. boiler, good condition. Frame for Barnard & Leas three-pair high 9x24 corn mill. Good condition. The Hadley Milling Company, Olathe, Kansas.

**FOR SALE**—2 80 H. P. return tubular boilers, with fronts in good condition to stand pressure of 100 pounds or better. Wm. A. Coombs Milling Co., Coldwater, Michigan.

**FOR SALE**: Compound Engine, 14x30x42, with surface condenser and belt pump, 1 Sterling water tube boiler, 150 h. p., one flywheel 15 ft. in diam., ten grooves, 1½ in. rope. Red Wing Mfg. Co., Red Wing, Minn.

**WANTED**—A strictly good, 40 H.P. horizontal boiler, guaranteed 100 lbs. steam test. Horner Elevator & Mill Co., Lawrence, Illinois.

**FOR SALE**—One 9x14 Atlas Engine, 25-h.p., with Chandler Taylor 35-h.p. 44" Tubular Boiler, 14 ft., 26 flues 3½ inch, and 50 foot iron stack, all in first class condition. A big bargain to first comer at \$700 f. o. b. STUDEBAKER GRAIN & SEED CO. Bluffton, Indiana.

Are you saving all you can, and practicing the greatest economy? A step in the right direction is to make these columns your market place.

**MALE HELP WANTED.**

**WANTED**—Traveling representative in Iowa for a Milwaukee Grain Commission Firm. Address Soo, Box 10, Grain Dealers Journal, Chicago, Ill.

**WANTED**—Man of experience to take charge of established hay business at good Indiana shipping point. Address P. O. Box 122, Terre Haute, Ind.

**WANTED**—By an Eastern grain commission and merchant, traveling Western representative to cover Indiana and Ohio. Address Ohio, Box 10, Grain Dealers Journal, Chicago.

**WANTED**—Three good buyers for country wheat stations. State experience, ability and lowest salary in first letter. Address Ben, Box 10, Grain Dealers Journal, Chicago.

**WANTED**—An experienced grain man for Farmers Elevator. One who is acquainted with lumber preferred. Give full information with application. Box 121, Leith, N. Dakota.

**WANTED**—One Assistant Elevator Man to handle receiving and weighing of grain, one who understands using automatic scales preferred. Cunningham Commission Co., L. Box 46, Little Rock, Ark.

**WANTED**—Experienced inspector for Grain and Hay Exchange. State salary wanted, experience, age and date you can come. Reference required. Address F. H. Baldy, Supt. Grain and Hay Exchange of Pittsburgh, Pa.

**WANTED**—Man of experience to take charge of Elevator Office, Supervising claims and handling track buying and selling. Should have knowledge of bookkeeping. Address John, Box 9, % Grain Dealers Journal, Chicago.

**WANTED**—Man to take charge of manufacturing end, and to act as superintendent of our elevator at Cleveland, Ohio. Must have good knowledge of machinery. Capable of handling men and full of initiative. The Lake Shore Elevator Co., Cleveland, Ohio.

**DYNAMOS—MOTORS.**

**WE BUY**, sell, rent and repair dynamos and motors. A. H. Nimmo Electric Company, Detroit, Michigan.

**ELECTRIC** motors, generators, also engines; guaranteed condition. We buy, rent, sell and repair. Independent Electric Machinery Co., Kansas City, Mo.

**FOR SALE**—Electric Light Plant, 2 H. P. Gasoline Engine, 40 Light Dynamo all complete—\$100. Also larger size Generators and Motors. Write us your wants. Aaron Electric Co., 15 S. Clinton St., Chicago, Ill.

**FOR SALE**—220 V-A. C. 3 Ph. 60 Cy.  
1-50 G. E. 900 R.P.M.  
1-25 G. E. 1200 R.P.M.  
1-20 Wagner 1140 R.P.M.  
1-15 Wagner 1140 R.P.M.  
1-7½ Ideal 1730 R.P.M.  
1-3 G. E. 1800 R.P.M.  
1-1 Wagner 1800 R.P.M.  
Gordon Sply. Co., Chicago Heights, Ill.

**SITUATIONS WANTED.**

**ELEVATOR MAN** with years of experience in buying and handling grain and hay wants position. Good references furnished. Address Edw. A. Walker, Hanna, Indiana.

**WANTED**: Position by good grain, coal and livestock man. At present am employed but desire to make a change. Address C. R. Box 7, Grain Dealers Journal, Chicago.

**WANTED**—Position as manager of grain elevator. I have had three years' experience. Can give good reference by present employer. Address H. G. Clark, Dewitt, Nebraska.

**SITUATION WANTED**—Have had five years' experience in grain business. Want position as manager elevator. Will give references. At present employed. Address Will, Box 10, Grain Dealers Journal, Chicago.

**POSITION WANTED** in grain elevator by man thoroughly experienced in all branches of the grain business including side lines. Prefer position as manager. Highest references. Address Bill, Bx. 10, Grain Dealers Journal.

**POSITION WANTED** as manager of grain elevator or solicitor. I have had long experience in handling grain, seed, flour and coal. Best of references furnished. Address O Ind., Box 10, Grain Dealers Journal, Chicago.

**POSITION WANTED** as traveling grain solicitor. Eight years' general experience as steno., bookkeeper, branch office manager and solicitor, corn and spring wheat belts. Age 32. Address Wheat, Box 10, Grain Dealers Journal, Chicago, Illinois.

**POSITION WANTED**—As manager of grain elevator by experienced, temperate single man. Knows practically entire line from small station to large towns. References and bonds in any amount. Address Key, Box 10, Grain Dealers Journal, Chicago, Ill.

**WANTED**—Position as Manager at country grain elevator. 10 years' experience at buying & selling. Employed at present. Good reason for change. Satisfactory reference. Married, not subject to draft. Submit your offers. Will correspond. Address X. Y. Z., Box 8, Grain Dealers Journal, Chicago.

**WANTED**—Position as manager of elevator in good town where there is a good school. Have had two years' experience as manager for an Equity Elevator. Can give present employers as reference. Address Ex, box 8, % Grain Dealers Journal, Chicago.

**WANTED**—Position as representative or salesman in southern California for some large eastern firm dealing in grain, poultry supplies or seeds. Have had 7 years' experience, married, age 33, and in class 4 of the draft. Can furnish bond and first class references. Salesman, 640 W. 55th St., Los Angeles, California.

**IF YOU WISH** to get in touch with a large number of dealers who have grain of all kinds for sale, insert an advertisement in the "Grain Wanted" columns of

**SCALES REPAIRED AND SOLD**

50 wagon scales, capacity from 4 to 15 ton. Any size platform in following makes: Fairbanks, Howe, Buffalo, Standard and Columbia. Each scale that leaves our factory is thoroughly overhauled and tested and guaranteed to be correct. We furnish competent men for outside work.

**COLUMBIA SCALE CO.**  
2439 N. Crawford Ave. - Chicago, Ill.

**WANT A JOB?**

Advertise in the "Situation Wanted" columns of the Grain Dealers Journal.

**Before You Buy or Sell**  
**SECOND HAND BAGS**  
**GET WESTERN'S" PRICE**  
**WESTERN BAG & BURLAP CO., Chicago**

*The Journal is worth more to us than what you charge a year. Don't see how you can put it out so cheaply.—Southwest Mfg. Co., Oklahoma City, Okla.*



## MACHINES FOR SALE.

**WE BUY & SELL** Boilers, Steam & Gaso. Engines, Motors, Scales, Elev. & Mill Mach'y. of all kinds. National Mach'y. Warehouse, 700 W. 22nd St., Chicago.

**FOR SALE**—Bowsher No. 8 grinder with bag elevator. Used 2 or 3 years, good condition. Will crush ear corn. Price \$60 f. o. b. cars. Write O. Gandy & Co., South Whitley, Indiana.

**FOR SALE**—1 No. 3 Monitor W. H. Separator in good condition. Immediate delivery.  
**STUDEBAKER GRAIN & SEED CO.**, Bluffton, Indiana.

**FOR SALE**—One No. 8 Bowsher Feed Mill in perfect running order. First person sending us check will get this machine. Price f. o. b. cars point shipment. Goodrich Bros. H. & G. Company, Winchester, Indiana.

**FOR SALE**—Boilers, Engines, Generators, Motors, Pumps, Air Compressors, Tanks, also Fire Sprinkler System with large tank. All equipment in first-class condition. The Royal Brewing Co., 310 West 6th St., Kansas City, Mo.

**FOR SALE**—Marseilles combination corn sheller and cleaner No. O, about 200 bus. capacity. Used 10 years. Fair condition. Will do for light mill work. Will sell at \$45 f. o. b. cars South Whitley, Indiana. O. Gandy & Company, So. Whitley, Ind.

**FOR SALE**—Three Barnard & Leas planters, No. 3, extra silks; one Niagara upright bran duster; one American attrition mill, 22 in.; one Richmond oat separator; four Geo. T. Smith purifiers. Address Charles P. Coles Company, Ltd., 402 Pender Street, Vancouver, B. C.

**FOR SALE**—1000 feet of spiral steel conveyor 4" to 16". Big lot of heavy elevator belting and cups, Salem buckets. No. 7 Clipper, No. 3 Monitor, No. 3 Eureka Receiving Separator. 20 carloads of everything in the elevator and milling line. A. D. Hughes Co., Wayland, Mich.

**FOR SALE**—Cheap. One No. 20 cc Sprout-Waldron Grinder. This Grinder has never been used. Has a capacity of 6500 lbs. per hour. Drive No. 57 goes with machine. Also have one Bowsher feed grinder, with extra set of burs. This machine has been used some, and will grind about 2000 lbs. per hour. The Brush Farmers Co-op. Elevator Co., Brush, Colo.

**SEED BUYERS AND SELLERS** can quickly sell any quantity or buy any amount or quality by making their wants known through the "Seeds Wanted—For Sale" columns of the Grain Dealers Journal, Chicago, Ill.



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For Grinding, Elevating and Conveying all kinds of grain, of standard makes, from smallest to largest capacities.

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Mail Samples.

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Stanford Seed Co., field and grass seeds.

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Illinois Seed Co., The, grass and field seeds.  
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Minneapolis Seed Co., seed merchants.  
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## SEEDS FOR SALE

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BUCKWHEAT WANTED, car lots or less. P. L. Zimmermann Co., St. Louis, Mo.

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FOR SALE: Millet and cane seed in car lots, golden, common, Siberian and Hog millet. Reimer-Smith Grain Company, Holyoke, Colorado.

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Northrup, King & Co. of Minneapolis, have the facilities, equipment and logical position to supply seeds to advantage.

FIELD SEED—Car lots or less, Northern grown.

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One 50-bbl. American Midget Marvel Mill will grind 65,100 bushels, or 3,906,000 pounds of wheat in one year of 300 working days. Figuring the average cost of shipping this wheat at a conservative estimate of 10c per hundred lbs., the shipping cost amounts to \$3,906. Figuring the return shipment of the flour and feed at the same rate, it amounts to another \$3,906, or a total of \$7,812, that would belong to you and your community if you owned this mill in your town.

You have the space, power, grain, patronage and time. Turn them into cash. Mail the coupon for full information relative to our 30-days' free trial offer and easy terms of payment, and "How We Make You Succeed" plan.

Anglo-American Mill Co.,  
435 Trust Bldg., Owensboro, Ky.

Gentlemen:

Please send me all information regarding details, prices, etc., pertaining to your mill.

Name .....

Town .....

State .....



## GRAIN DEALERS JOURNAL

[Incorporated]

Published on the

10th and 25th of Each Month at

305 S. La Salle Street, Chicago, Ill.

Charles S. Clark, Manager.

### SUBSCRIPTION RATES

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### THE ADVERTISING

value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in its columns tell of its worth. If you would be classed with the leading firms catering to the grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

### LETTERS

on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you

### QUERIES

for grain trade information not found in the Journal are always welcome. Address "Asked - Answered" department. The service is free.

Entered at the Chicago, Ill., Post Office as Second-Class Matter, Aug. 5, 1898.

CHICAGO, NOVEMBER 25, 1918

GRAIN DEALERS who can find anything in the wretched service now rendered by the telegraph and telephone companies to be pleased about should tell the trade, so all can enjoy it.

JANUARY corn futures are developing into a big volume of trade, much of which can be credited to the return on Jan. 1 to full weight deliveries on contracts, and a more definite idea on the part of the buyer as to what grades he will be tendered.

ALL restrictions on non-war construction having been removed by the War Industries Board, grain dealers will be permitted to make repairs and build elevators wherever and whenever it may suit their sweet will, without fear of any further interference from the politicians.

POPCORN is retailing in Chicago at 30 cts. a pound or \$16.80 a bushel and the children have not yet protested to the Food Administrator. A large commission of idle politicians, who know all about farming the farmer, should be appointed immediately to investigate the right of the farmers to charge such extortionate prices for the products of the soil.

OVERLOADING box cars with grain far in excess of their marked capacity has not yet landed any grain shippers in the penitentiary, but the wonder is that it has not resulted in many broken axles or some wrecked trains. The marked capacity is always based on the carrying capacity of the trucks not on the holding capacity of the box.

AFTER June 30th next the United States will be bone-dry until all its fighting forces have been demobilized. This will reduce the demand for corn, oats and barley materially, but may be off-set by the increased demand from the starving peoples of Europe, who will need all the grain we can spare them for some time to come.

NORTH DAKOTA has another wonder worker. Its Attorney General after charging several line elevator companies of Minneapolis with buying wheat by the Grain Bulletin has sued them in the name of the state for \$500,000. It looks like a big bluff put up solely to mislead the farmers. The politicians of that state have buncoed them so often some farmers must eventually get wise to their shallow tricks.

CANCELLATION of the elevation allowance of  $\frac{1}{4}$  cent is the natural outgrowth of a federal union of railroads that theoretically makes it unnecessary to transfer grain from the cars of one company to those of another in order to release equipment or to protect earning power. Also, there is no profit incentive to continue the allowance on lines that granted the  $\frac{1}{4}$  cent to compete with roads on which the allowance was legitimate.

SCOOPERS who have no storage facilities and no loading facilities other than a scoop shovel and an apron cannot handle grain efficiently or economically and are not entitled to any consideration either from the producer or the receiver. The elevator man who keeps his house open the year around for the receipt of grain any time the farmer wishes to sell and provides facilities for the care and improvement of all grain must be encouraged if the farmer wishes an open market at all times for all kinds and conditions of grain.

NO REPORT on your net profits on the annual turn over for the last quarter of the current year will be called for by the United States Food Administration. However, licensed dealers will be requested to keep their books in good order so that they will be able to make a report covering the first six months of 1919 should it be called for. In as much as the President's proclamation announcing peace will no doubt be made early next year, the Food Administration will be out of business before July 1st, unless Congress enacts new legislation providing for its continuance.

GRAIN DOORS still are furnished free of charge by the railroad companies to safeguard the grain for which they are responsible; but the federal district traffic committees now are debating the advisability of canceling the free supply of car door closing material supplied to shippers of other commodities. How long will it then be before they decide it is an unjust discrimination to refuse to supply doors to shippers of bulk apples and potatoes while continuing to furnish doors for grain? The fact that the doors are reclaimed by the carriers when the cars are unloaded should be proof that doors for bulk freight are an essential part of the rolling stock and should be furnished free of charge for all bulk freight. The next thing, they will be asking shippers to furnish their own cars.

FARMERS in some sections which usually produce a surplus of corn find it necessary this year to import that grain for feeding purposes. It was brought out at the meeting of the Ohio dealers last week that in some Ohio communities the farmers who are confronted by this necessity are attempting to buy corn to supply their needs direct from grain dealers in producing sections, thus going over the head of their local dealer. Usually this practice results in dissatisfaction to both farmer and dealer, because it is inevitable that such an attempt to conduct business along other than the normal channels will prove unsatisfactory. It is the duty of a grain dealer who has corn for sale to insist that the business be handled at destination by a man who is familiar with trade practices and rules. That will eliminate trouble for all concerned, and it will enable the grain dealer in the section that has produced no crop to make some use of his facilities.

UNIFORM GRADES do not of necessity mean uniform inspection, as many grain shippers have good reason to know. A recent bulletin issued by Sec'y E. J. Smiley of the Kansas Grain Dealers Ass'n recites a concrete example of this lack of uniformity, as reported elsewhere in this number of the Journal. In this case it seems that the inspector classed as dockage the cracked wheat which he found in the sample. It would seem that this matter of cracked wheat has had enough attention, and that all who have made a real study of grading should know just when cracked wheat is to be considered as dockage, and when it is not. The regulations define dockage very clearly, and state just what is to be done with cracked wheat, and only those who fail to read and study the regulations and trade publications can have any doubt about the correct procedure. It would seem there is need for the burning of some midnight oil.



GRAIN DEALERS do not desire to bring about an immediate abandonment of the use of permits for making grain shipments to terminal markets, it was pointed out at the Columbus meeting of the Ohio Ass'n, but they do protest most emphatically against some of the inefficiencies of the present system. In practice it has been found that the present system does not operate satisfactorily, and that certain changes are desirable in order that the grain crops may be moved most economically and with the greatest possible despatch. Those who are in authority will do well to give careful consideration to the desires of the trade, as expressed in the resolution adopted at the Ohio meeting.

FEED GRINDING is proving itself quite profitable to those country grain dealers who have equipped their plants to carry on the business. The grain dealer is logically the individual to handle feeds that the farmer needs, and it is just as logical that his plant is the one which should serve the farmer in preparing for feeding the grains which are grown locally, and which are best for feeding purposes only when they are ground and otherwise treated. The local dealer cannot, in most instances, install a completely equipped plant for manufacturing mixed feeds, and there is no reason why he should do so, for he can obtain these feeds readily from manufacturers whose plants are specially equipped for making them, but he can and should prepare to do all of the home grinding required by his patrons.

### Do You Want Food Control Continued?

The war is over but government control of many industries is still with us, notwithstanding the merchants directly affected continue to protest most bitterly. Much loose talk is being indulged in Washington regarding new legislation designed to prolong food control until a year or two after the war is finally closed. No one has justified the continuation of this arbitrary regulation of the various merchants affected, but the politicians seem to desire the power and they will insist on having it unless the merchants wax indignant and protest so vigorously that the members of Congress will refuse to prolong the interference.

Federal control of private business at any time is repugnant to the spirit of free institutions and while many merchants might be perfectly willing to sacrifice their business interests to the wishes of Government officials in times of war, they will not readily do so in times of peace.

In view of the agitation being waged in Washington it would seem time that every merchant inflicted with the rigorous regulations resulting from the Food Control Act, should protest as vigorously as he can to his representatives in both houses of Congress before any bill for re-enactment is introduced.

### Worthy of His Hire.

In recent times there has grown up in the minds of some persons who have only a smattering of knowledge relating to the subject a belief that perhaps the grain dealer does not perform a service commensurate with the profit that he receives, and this belief, founded as it was originally in ignorance, has been encouraged by self-seeking individuals who have played upon the producers' and consumers' unfamiliarity with the problems connected with the handling of grain to cause them to believe that the grain dealer is nothing but a leech upon his community. Unfortunately, some representatives of government agencies have assisted in the propagation of this fallacy, and whether they did it with conscious intent or whether it was because of an over zealous desire to justify their employment matters not.

On the other hand, grain dealers have acted toward each other in their competitive relations in a manner that, many times, has served to reduce profits quite to the vanishing point. Certainly there are very few instances of a dealer who has received for his service in the handling of grain a profit or margin that can be considered unreasonable. Whatever may be one's individual opinion about this matter, the fact remains that the grain trade has not received the compensation to which it is entitled by reason of the money invested in handling facilities and the risks assumed.

Between these two schools of thought there have arisen a few men who have fearlessly spoken the truth about profits in the grain business as they have been led to understand the truth after long experience.

One of these men, Sec'y Chas. B. Riley of the Indiana Grain Dealers Ass'n, in speaking to the members of the Ohio Grain Dealers Ass'n who were assembled at Columbus on Nov. 22, said that it is his belief that the present action of the Food Administration in requiring grain dealers to report on their operations for the last three months of 1918 will result in better times for the grain trade because it will bring about an era of better margins thru its instrumentality in showing to government authorities and to the public generally that the grain dealer does not receive the profit to which he is entitled.

At the same meeting E. C. Eikenberry, of Camden, O., ex-pres. of the Grain Dealers National Ass'n, showed most convincingly that the present troubles of the trade with respect to the matter of profits are the direct outgrowth of ignorance upon the part of those who raise the cry of profiteering.

These men are not prompted by selfish desires. They are all keen students of economics, men of wide experience in the business world, and when they say the

grain dealer is worth his cost and more, that he is necessary, that he performs a given service more efficiently, more economically and more cheaply than any other similar service is performed, their statements may be accepted as fact without further argument. Argument, however, and the analysis of all available facts and figures, will but serve to show that their conclusions are absolutely correct.

The grain dealer who is worthy of the name is a market specialist. He knows how to gather, to store, to condition and to prepare grain for each market in a manner that will cause that grain to bring every cent of its value. He has a considerable sum of money invested in his handling facilities, and this capital and his own knowledge is at the service of his patrons.

He deserves something better at the hands of his fellows than to receive their unwarranted and ignorantly applied designation as a profiteer, and if, happily, there comes out of the trade's present condition a willingness upon the part of the authorities and the public to grant that the grain dealer is worthy of his hire then truly the struggles and the self-denials and the troubles of the past year or so will not have been in vain.

### Government Ownership.

The socialists at Washington have thrown the cards down on the table and exhibited their wild ambitions in their resolution presented in the Senate last week favoring the "Government ownership of interstate railways, telegraph and telephone lines, coal and oil producing agencies and other utilities." What the term "other utilities" is intended to include has not been made clear, but no doubt all foodstuff storehouses and handling facilities would be included.

The consummate conceit of the average ward politician, who thinks that government position clothes him with a monopoly of business intelligence is astounding. Men, who all their lives have been business fizzes, no sooner attain government office than they strive to tell men who, through all their lives have successfully specialized, how best they can economically and efficiently conduct their business.

The author of this wonderful resolution has been dubbed "the red peril of yellow politics" and he seems determined to live up to the classification.

Never has the service rendered by the telegraph and telephone lines been as disappointing as during recent months of Government control. The service rendered by similar lines owned by the Governments of Europe have long been considered perfect models of expensive operation and inefficient results. Government railways in every country are operated at



far greater expense and with greatly inferior results to those operated by private enterprise.

What is everybody's business is nobody's business. Every man of intelligence, who has had any experience with government's attempt to serve in any capacity has been utterly disgusted by the blundering, inefficiency of the ever-changing coterie of politicians in charge.

The taking over of the different utilities specified in the resolution would not only make for great increase in waste of material and labor, but would also increase the cost of the service as well as reduce the quantity. Commerce would be perpetually tied up with expensive delays which would wreck many businesses. The proper province of government is to rule, to regulate, to control, but whenever it seeks to serve in any capacity it is sure to fail woefully in attaining desirable results.

## Fighting Unjust Clauses of Railroad Leases.

Grain elevator owners must soon take a positive stand against the unjust clauses of leases now being forced upon owners of elevator property located on railway right of way or else move their houses to their own ground. Elevator owners cannot afford to assume the liability which the railroads are trying to force upon them.

The case pending at Scotland, South Dakota which was partially explained in the Journal for October 25th is clearly explained in our department devoted to "Letters" this number.

The attempt of the railroad company to bulldoze this elevator man, whose property it admits destroying, into paying for property to which fire from his elevator was carried is so ridiculous it does not seem possible any judge would uphold the railroad's lease, but a judge of Bonhomme county has done so and the judge before whom this case will be tried may be guided by his predecessor.

The case means so much to lessors of building sites on railroad right of way that they should get together and help fight it through to a finish. It does not seem possible that any Supreme Court would uphold the unreasonable features of these railroad leases even though the shipper did sign the lease without protest.

NIGHT telegraph messages will be sent after January 1st at a lower rate. Postmaster General Burleson having reduced the rate so that the minimum will be 20c for 10 words and 1c for each additional word for the shortest distances, and 50c for 10 words and 2c for each additional word for the longest distances. If the service rendered continues to be as poor as it has been during the last three months on both day and night messages, few people will continue longer to waste their money.

## Make Claims on Destination Value.

One of the most gratifying decisions that the courts have rendered for years past is that reported in this number of the Journal, establishing the principle that claims for loss of grain in transit or failure to make delivery are properly made on the basis of the value at destination.

The actual loss to the shipper is always the market value at the time he learns of his loss and is compelled to buy in.

The rule inserted in the B/L by cunning railroad attorneys providing for valuation at point of shipment is so manifestly unjust in the case of a commodity fluctuating in price that vigorous protest was made, but without avail. The Chicago Board of Trade went before the Interstate Commerce Commission in the case of J. C. Shaffer & Co. v. C. R. I. & P. R. R. Co., to uphold the common law rule basing the value on destination market, but the Commission held the clause in the Uniform B/L was reasonable, saying "It was found upon consideration of the entire matter that it would be the wiser policy to adopt the value of the commodity at the time and place of shipment."

The decision of the Commission in this case was cut from the same cloth as its equally indefensible ruling in the Crouch case, sustaining the natural shrinkage deduction. Apparently the decisions of the Commission are based on expediency, policy and politics, rather than right and justice.

Instead of seeking justice at the hands of either bureaucrats, the Interstate Commission or the Federal Railroad Administration, this decision teaches shippers to go into the courts or the halls of Congress to get relief from the impositions now practiced by the carriers.

The logical decision of Judge Morris is of great value, as it affects all claims and the aggregate sum of money involved is large. The carriers may take an appeal, but his decision is so well supported by the law and clear cut argument they will be unable to induce the upper courts to reverse his ruling.

The true measure of a shipper's loss under the common law and the practices of the trade are what it costs him to replace. Often the lost grain is sold for special delivery before it is loaded into cars and occasionally it is the last of that kind of grain to be shipped from the station on that crop, so shipper would be forced to go to the central market as the most economical place to buy the grain needed to make good his loss and enable him to fill his contract.

Shippers have no option in the matter of the conditions forced upon them in the present form of B/L. That they accept it under duress is known to the courts and the carriers. Henceforth shippers will accept the conditions of the B/L under protest and be in much stronger position to maintain their common law rights of which the carriers are striving to deprive them.

## Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

C. & N. W. 68798 passed thru Truro (Lansford p. o.), N. D., Nov. 15 leaking wheat at side.—Jas. Nelson, agt. St. Anthony & Dakota Elvtr. Co.

P. M. 31538 passed thru Truro (Lansford p. o.), N. D., Nov. 15 leaking wheat at side.—Jas. Nelson, agt. St. Anthony & Dakota Elvtr. Co.

R. I. 33235 passed thru Rapatee, Ill., Nov. 9, eastbound, leaking yellow corn over grain door.—G. P. Dikeman.

Rock Island 51910 was leaking barley at side door at Norman, Neb. Nov. 4. Repaired it and stopped the leak while local train was working.—G. B. Granger, agt. Hynes Elvtr. Co.

N. Y. C. & St. L. 9215 was set out at Lindenwood, Ill. morning of Nov. 2 leaking oats badly at side of car.—Holcomb-Dutton Lbr. Co., Geo. R. Read.

N. Y. C. 252614 passed thru Yuton, Ill. Nov. 2 leaking oats at side and end of car. Train stopped for coal and conductor and I renailed sheathing at side and end.—Jos. V. Foster, mgr. Yuton Grain Co., R. F. D. No. 7, Bloomington, Ill.

N. O. M. & C. 1737 passed thru Oxford, Ind. afternoon of Oct. 31, eastbound in train No. 64, leaking corn badly at side door post.—Oxford Grain Co.

B. & L. E. 80622 was leaking marquis wheat badly at door post at Enid, Mont. Oct. 28. Was shipped by Farmers Elvtr. Co., of Richey, Mont. Train crew repaired it, but do not know how long it would leak.—C. A. Barnett, agt. International Elvtr. Co.

..... 17366 was leaking wheat freely when set out at Grand Junction, Ia., Oct. 25.—D. Milligan Co., Jefferson, Ia.

..... 141264 was leaking wheat freely when set out at Grand Junction, Ia., Oct. 25.—D. Milligan Co., Jefferson, Ia.

"THE AMERICAN'S CREED," neatly framed for placing upon the top of a desk or table, is an appropriate reminder which W. H. Perrine & Co., of Chicago, are sending to their friends in the trade.

THE CENSUS of cultivated areas in Sweden, recently published by the Statistical Dept of the Swedish Economic Com'n, shows an increase of 47,000 acres, or 17.86%, for winter wheat; winter rye, an increase of 142,000 acres, or 19.54%; barley, an increase of 16,000 acres, or 3.79%; and oats, decrease of 132,000 acres, or 6.88%.

## Our Callers

A. Knovsky, Demont, Ind.

F. C. Hoose, Kansas City, Mo.

R. L. Callahan, Louisville, Ky.

D. M. McKenzie, Woodbine, Ia.

S. C. Shaw, mgr. Tallula Farmers' Elvtr. Co., Tallula, Ill.

P. F. McAllister, of Ballinger & McAllister, Bloomington, Ill.

J. I. Fitzgerald, ass't sec'y Grain Dealers Fire Ins. Co., Indianapolis, Ind.



## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Weight in Car by Measurement.

*Grain Dealers Journal:* I note in the Journal a rule for computing the weight of wheat in a car, and would like this figured out as to number of pounds in a car 40 ft. long, 8 ft. 6 ins. wide and 62 ins. deep, the wheat testing 60 lbs. My answer is 88,850 lbs.—*T. McMichael, Harrison, Mont.*

**Ans.:** A car 480x102x62 ins. contains 3,035,520 cu. ins. A bushel of any grain is 2,150.42 cu. ins., making the contents 1,411.13 bus., or 84,667.8 lbs. Miller's rules for estimating allege that 60-lb. wheat contains only 1,950 cu. ins. per bushel, and his total would be 92,109.6 lbs. If the wheat settles down more densely in the car than in the tester on account of the jolting and the pressure of depth, the weight in the car would exceed the theoretical 84,667.8 lbs.

### Standard Form for Claims Not Compulsory.

*Grain Dealers Journal:* For a long time we have been using the Form 411-5 for our railroad freight claims, which answers all of our requirements for the present, and has for a long time in the past done good service.

We note with interest several communications in the Journal along the same line. Our railroad claim agent for the C. & A.; C., P. & St. L.; P. & P. U., and P. R. T. also took exception to this form, stating it was not a standard form to conform to the Interstate Commerce Commission ruling regarding form for presenting claim.

When we asked him for his authority for demanding the Interstate Commerce Commission form and also his insisting on original B/L and expense bill we received no reply. We will continue to use the Form 411-5.—*Smith-Hippen Co., Pekin, Ill.*

**Ans.:** The standard form was passed on by the Interstate Commerce Commission several years ago and found unobjectionable, but no order was ever promulgated by the Commission directing or requesting its use. That form is adapted to all freight, merchandise, meat, furniture, coal and lumber, and fails to give sufficient prominence to the special factors entering into grain claims, that are shown on the special grain forms, 411-5, etc., which give the same information as required on the standard form.

When one road passes a claim to another Director General McAduo in order No. 41 instructed the roads to use the standard forms between themselves. Of course, if the shipper also uses the standard form it may save clerks in the railroad offices the time required to copy off the data from the shipper's form; but the shipper who uses the standard form may overlook an essential feature.

Shippers are not required to use any form. They can write their claims on a piece of tissue paper, so long as it is accompanied by the proper papers and properly authenticated. The courts in every case would judge a claim on its own merits, regardless of the size, kind or color of paper or the form in which it was written. The claim agents are simply following their usual practice of quibbling for the purpose of embarrassing shippers and delaying payment of just claims.

### Expiration of Price Guaranty?

*Grain Dealers Journal:* Is there a guaranteed price on the wheat crop that will be harvested next year, and when will the guaranteed price cease to exist? Also, when will the Food Administration Grain Corporation cease to exist, if peace is signed?—*Roy Bender, Darrow, Okla.*

**Ans.:** By the terms of President Wilson's proclamation of Sept. 2, published in full in the Journal of Sept. 10, the guaranty will apply to all wheat grown and harvested in 1919, and the farmers will be given until some date in 1920 to deliver.

Food control ends when war ends, as stated on page 731 of Nov. 10 number, by the terms of the food control law itself; but the Grain Corporation or some other agency of the federal government may continue to exist solely to give effect to the guaranty.

The Federal Trade Commission will continue to interfere with business so long as merchants will tolerate it.

### Elevation Allowances Canceled.

Effective Dec. 12 the railroads will cancel the elevator allowance, made for transfer or elevation. The Western Trunk Lines make the announcement in Circular No. 1-N, or supplement No. 6 to I. C. C. No. A-874, for the Northwestern and Santa Fe at Chicago, and the Rock Island makes the same announcement in its supplement No. 27 to freight tariff No. 18400-D, for Chicago, South Chicago, Peoria, Kansas City, Atchison, Coburg, Mo., Council Bluffs, Elwood, Kan., Leavenworth, Omaha, St. Joseph and Turner, Kan.

The allowances were authorized in the tariff effective July 1, 1916, and allowed  $\frac{1}{4}$  cent per bushel on grain for shipment east via lake at Chicago, across the Illinois-Indiana line from Peoria, and on grain shipped over its own rails at the Missouri River points, to the elevator performing the service.

FARMERS of the United States planted 32 million acres more land in seventeen crops produced this year than were planted in 1914, according to the estimates of the Department of Agriculture. There has been an increase every year since that date. The estimated average this year is 53 million acres more than was reported in the census enumeration for 1909, an increase of nearly 18 per cent. The principal increases since 1914 are: Corn 10 million acres, spring wheat 5 million acres, oats 6 million acres, rye nearly 3 million acres, rice  $\frac{1}{2}$  million acres, tame hay 4 million acres. The area of wild hay decreased about 1 million acres.

TOLEDO, O.—Peace Grain Prices. What Will They Be? Wheat has a frozen face. Present prices will prevail until July, 1920. Government has promised them and will make good. It will market a big surplus at a loss in competition with cheaper wheats from other exporting countries. How, will be solved later. England has donated over half a billion since war started selling wheat and flour below cost to help the consumers there. Government buying has almost made the oat price. It will in the near future. Corn will be mostly a domestic proposition. Quality is good, much better than a year ago, but the total crop is smaller. It is worth more than present prices to feed if live stock prices are sustained near present range. Farmers will crib more than usual. Restricted speculation is against big bulges. Fluctuations would be smaller if trade were larger. Legitimate speculation is desirable. It takes ambitious money to move the business world.—*C. A. King & Co.*

### Future Grain Trading Advanced One Month.

John R. Mauff, sec'y of the Chicago Board of Trade, made the following announcement Nov. 21:

We now have permission from the food administration to extend this trading period one month. Therefore, on and after Friday, Nov. 22, trading will be permissible in coarse grains for February delivery, and on Dec. 1 trading will be permissible for March delivery, and so on until countermanded. Reports are to be made to the secretary's office of daily transactions in the usual way.

### Grain Rate Hearing Dec. 10.

A hearing of all persons interested in the adjustment of rates on grain from the west, northwest and southwest to Chicago, Minneapolis, Omaha, St. Louis, the Ohio River, Memphis, and New Orleans will be held in the Transportation bldg., at Chicago, Ill., Dec. 10, by the General Traffic Com'te, of which A. C. Johnson is chairman.

This is one of the most important rate adjustments and has already been considered by the Western Com'te, of which F. P. Eyman is chairman, and will affect permanently the delimitation of the territory tributary to the different terminal grain markets. The hearing has been postponed from Dec. 4 and was originally set for a still earlier date.

### Oral Contract Made Valid.

The Supreme Court of Oklahoma on Sept. 10, 1918, decided in favor of the James C. Hunt Grain Co., of Wichita Falls, Tex., and against C. F. Barnes and William Hoover of Manitou, Okla., defendants, giving judgment for \$441 damages for failure to deliver 1,500 bus. of wheat on a contract.

The contract was made over the 'phone and the Hunt Grain Co. sent confirmation by mail the same day, Aug. 21, 1914, when the market price of wheat was 80 cents. Eight days later the market had advanced to \$1, and Hoover & Barnes wrote that rains had interfered with loading and that not more than 1,000 bus. could be expected. The Hunt Grain Co. immediately replied that the full contract amount was required. Hoover & Barnes had the wheat bot from farmers who refused to deliver when the price advanced.

The J. C. Hunt Grain Co. bot in the default Sept. 3 and brot suit in the district court of Tillman County, and the judgment in their favor was upheld by the Supreme Court, holding that

"A complete contract binding under the statute of frauds may be gathered from letters, telegrams and writings between the parties relating to the subject-matter, and so connected with each other that they may be said to fairly constitute one paper relating to the contract."

175 Pac. Rep. 215.

### Coming Conventions.

Dec. 10, 12.—South Dakota Farmers Grain Dealers Ass'n at Sioux Falls, S. D.

Feb. 18, 20.—Minnesota Farmers Grain Dealers Ass'n at Minneapolis, Minn.

May 20, 21, 1919.—Grain Dealers Ass'n of Oklahoma at Oklahoma City, Okla.

May 22, 23, 1919.—Kansas Grain Dealers Ass'n at Hutchinson, Kan.



### Claims on Destination Value.

The United States District Court of Minnesota on Aug. 23, 1918, gave judgment against the C. M. & St. P. Ry. Co. in favor of the McCaull-Dinsmore Co. and established the principle that claims are properly made on destination value.

At Three Forks, Mont., a station on the line of defendant, on Nov. 17, 1915, there was delivered to the defendant, in Canadian Pacific car No. 210470, by the Three Valley Co-operative Ass'n, 87,840 pounds, or 1,464 bus., of No. 2 hard Montana wheat, consigned and for transportation to the McCaull-Dinsmore Co., for account of the McCaull-Dinsmore Co., Omaha, Neb., and moving under the Uniform B/L, containing the clause "The amount of any loss or damage for which any carrier is liable shall be computed on the basis of the value of the property at the place and time of shipment under this bill of lading, including freight charges, if paid."

The car was wrecked in transit and so mixed about Dec. 5 that its identity was lost and it was never transported to destination. Both parties agreed that 10 days was a reasonable time for the transportation of the wheat from Three Forks to Omaha, and that the value of the wheat at place of shipment was 82 cents and at the time when it should have been delivered, with interest, less lawful freight charges, \$1,422.11, of which the defendant on Mar. 8, 1916, paid \$1,200.48.

The McCaull-Dinsmore Co., of Minneapolis, Minn., brought suit in the United States District Court to recover the difference, and got judgment for \$221.63, with interest since Nov. 27, 1915. The decision by Judge Morris, follows in full:

The sole question in this case is whether the loss to the shipper is to be measured by the value of the property at the place of destination at the time it should have been delivered, or by the value of the property at the time and place of shipment; and the decision of this question must depend upon whether or not the provision or stipulation in the B/L, issued by the carrier and accepted and agreed to by the shipper, that the loss should be measured by the value at the time and place of shipment and settled on that basis, was valid under the Cummins Amendment of March 4, 1915, to the Interstate Commerce Act, which was the law in force at the time of the shipment and of the loss.

This amendment was passed after the decisions of the Supreme Court on the Carmack Amendment (Act June 29, 1906, c. 3591, § 7, pars. 11, 12, 34 Stat. 595 [Comp. St. 1916, §§ 8604a, 8604aa]) cited by counsel had been rendered, and it is apparent from its language that its proposal and enactment were caused by these decisions, and that it was aimed directly at them. Viewed in the light of those decisions and of the purpose evidently sought to be accomplished, it is difficult to see how its language could be more sweeping:

"(Shall be liable \* \* \* for the full actual loss \* \* \* caused by it, \* \* \* notwithstanding any limitation [the black-face is mine] of liability or limitation of the amount of recovery or representation or agreement as to value in any such receipt or B/L, or in any contract, rule, regulation, or in any tariff filed with the Interstate Commerce Commission; and any such limitation, without respect to the manner or form in which it is sought to be made, is hereby declared to be unlawful and void."

This is the language of the amendment so far as it touches this case. The first proviso indicates the cases, of which this is not one, and the only cases, exempt

from that language, and the only way in such cases of avoiding its terms, and thus emphasizes and, if that were possible, makes more sweeping those terms. I do not see that it can make any difference under the language quoted that this B/L was provided for in the schedule of rates filed with the commission, and that that schedule of rates also provided another B/L under which, is issued and accepted, the rate would have been higher.

Under this language, is the provision or stipulation above referred to in the B/L unlawful and void? If it is an agreement as to value, which I think it is not, it is clearly so. The answer to the question must therefore be found in the answer to the further question: Was this a limitation of the liability of the carrier, or a limitation of the amount of recovery? And it seems to me the answer to this question is found in the answer to the further question: What would have been the liability of the carrier, and the consequent amount of recovery, if that provision or stipulation had not been in the B/L? In the latter case there can be no question, and it was so admitted on the argument, as it had to be, but that the liability and the consequent amount of the recovery would have been that of the common law, namely, the value of the goods at the point of destination at the time they should have been delivered; and that this is the actual loss to the shipper caused by the failure of the carrier to deliver the goods at that time and place, whether the value is greater or less than at the time and place of shipment, is the foundation of the common law rule.

From the foregoing simple statement, I do not see how it is possible to escape the conclusion, upon a fair and open-minded consideration of the language of the amendment and the obvious and well-known meaning of its terms, that this provision or stipulation in the B/L is a limitation of the liability of the carrier and of the amount of recovery, and is therefore unlawful and void. In reaching this conclusion I have not failed to consider the very able argument of counsel for defendant, and also what has been said by the Interstate Commerce Commission, and it is with regret and not a little misgiving that I find myself in difference with men so able and experienced in such matters. But, consider the matter as I may, I am always irresistibly brought back to this simple statement and to the necessary conclusion therefrom.

I cannot see that there could be any greater difficulty, after loss has occurred, in ascertaining and proving the value at the time and place of delivery or destination than in ascertaining and proving the value at the time and place of shipment. If it be true, as suggested in the argument and by the commission, as I think it may be, that the conclusion which I have reached will result in difficulties and confusion in existing rules and regulations and schedules, and in some cases, under these rules and regulations and schedules, in hardship and injustice to the carriers, and possibly in some discrimination amongst shippers, the remedy will be found in facing the law, whose language, as it seems to me, is too plain for construction or evasion, squarely, and revising and reconstructing those rules and regulations to meet it.—252 Fed. Rep. 664.

"LINING and Loading Cars of Potatoes for Protection from Cold" is the subject of Document No. 17 of the Bureau of Markets, Washington, D. C., making useful suggestions to shippers.

### Illinois Dealers Protest Against 8-Cent Margin.

Springfield, Ill., Nov. 25.—[Special Telegram.]—About one hundred members of the Illinois Grain Dealers Ass'n met here this afternoon to hear report of com'te sent to present statements of wheat handling costs to head of Grain Corporation. The members of the com'te present were U. J. Sinclair, V. C. Elmore, J. A. McCreery, F. J. Horner and C. C. Twist.

Upon motion of Victor Dewein the dealers protested against the permit system of securing cars and requested its early modification so as to expedite the shipment of grain.

The com'te credited Mr. Barnes with saying the gross profit rule has been made for the entire country. No exception will be made of any section, all wheat handlers must refund profits in excess of eight cents.

Alfred Brandeis of the enforcement com'te of the Food Administration said no action would be taken before December, and if any dealer can show eight cents to be unfair his case will be considered on its merits. It seems best that each dealer should take up his case with his zone mgr. and give him a statement of his business. Failing to obtain satisfaction he should go to Mr. Brandeis.

Many felt that the dealer who had not bot wheat on a margin in excess of eight cents after the gross profit rule had been promulgated, Oct. 8, had not violated the regulation.

In the course of the reports it developed that war tax on freight bills may be deducted. Wheat bot basis No. 2 will not earn more than No. 2 price for farmer.

Mr. Barnes was quoted as considering neither the total quantity or total value of grain handled in the year as the fair basis upon which to apportion the year's expenses, but favored something being added to an apportionment based on bushels.

One dealer regretfully reported having refunded to farmers and afterwards learned that his net profit was less than cent a bushel. All felt the retroactive rule was very unfair and many are disposed to defend their small profits in the courts if necessary.

Every dealer left fully determined to protest to representative in Congress against the continuation of regulation of business by the Food Administration.

A com'te consisting of Baldwin, Sinclair and Metcalf was instructed to send resolution to Chas. J. Brand asking in new oats grades that all moisture be admitted to three oats which they can safely carry in shipment to the seaboard.

The Chief of the Bureau of Crop Estimates has announced that in the future the bureau will endeavor to estimate more closely the commercial portion of crops sold from farms, the surplus or deficiency of which determines the prices of farm products. This is thought to be especially important with such crops as potatoes and beans.

C. W. MARSH, aged 84 years, who in 1856 invented the Marsh harvester, said to be the first successful machine for cutting grain, died at his home in De Kalb, Ill., Nov. 8. Mr. Marsh sold his interest in the invention, after which he founded the Farm Implement News, a trade paper, of which he remained the principal owner to the time of his death.



## Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### Cars Scarce; Reports Plentiful.

*Grain Dealers Journal:* The principal difficulties in the grain trade just now are too few cars in which to ship, and too many reports to make.—L. D. Harris, Simpson, Minn.

### Finds Feed Grinding Profitable.

*Grain Dealers Journal:* I have installed in my elevator a Monarch Ball-Bearing Attrition Mill which I use in grinding feed for sale and in doing custom grinding. It has been in operation about 2 months and custom grinding is increasing daily. Electric power is used, and I make a charge of 10c per 100 lbs. for grinding bulk grain and 12c per 100 lbs. for grinding bagged grain.

I find that farmers having grinders of their own prefer to bring their grain to me for grinding, and they will do so more and more. Feed can be ground at the rate of 100 lbs. per minute.—S. J. Claussen, Clear Lake, Ia.

### Drop Dumps Impracticable for Auto Trucks.

*Grain Dealers Journal:* As builders of country elevators we are beginning to hear considerable agitation for dump irons, dump logs and scales to accommodate auto trucks.

So far as auto truck scales are concerned the scale manufacturers are ready to, and have furnished specially designed scales for these heavier vehicles.

So far as auto truck dumps are concerned it is our opinion that the drop dump will have to be discarded due to the fact that when an auto truck is tilted to an incline of nearly 30 degrees it puts a strain on all the parts which were never intended, also it causes the oil and dirt from under the engine to run out, which unfortunately empties in such a place that it would run into the dump sink and into the grain.

Our opinion is that there are only two ways of dumping an auto truck for grain, or, possibly three.

One is to hinge the box to the truck at the rear and lift the front end (of the box only) by means of an over head power operated dump. Such a device is used in some parts of the U. S. now for wagons and has been in use for years.

Another method would be to have a lifting device power operated from the truck.

Such a device has been in use for a long time on coal trucks in the large cities. We recently saw such a device made in Iowa advertised which was applicable to grain boxes on auto trucks.

The third, and the least feasible in our estimation, would be to build a hopper bottomed box on the truck made to discharge on both sides at either one or two places on each side.

We hope to see some manufacturer come forth in the near future with an

acceptable standard device for dumping grain auto trucks.—Yours truly, Ballinger & McAllister, P. McA., Bloomington, Ill.

### The Dealers Turn Over Profit.

*Grain Dealers Journal:* On Page 720 of your Nov. 10th issue we note the inquiry of M. G. as to when the Turn-Over Profit Regulations are effective and that Mr. Jackson, Chicago Zone Agent, suggests July 1st as to wheat, and corn when same begins to move.

We have before us a communication from Mr. J. J. Stream, Chief, Coarse Grain Section, under date of Oct. 11th, which covers that point, together with some other questions, from which we quote as follows:

"The maximum net profit rule for grain dealers becomes effective Sept. 23rd. Interest on capital invested and operating capital is not considered a legitimate expense chargeable to gross profits, as the allowable profit is based on gross sales and not capital invested. Items of repairs and legitimate depreciation of plant, and also state and municipal taxes are proper expenses to be taken into account. Excess profits and income tax are not chargeable against gross profits.

"Sales of wheat, mill feeds and other commodities on which price and handling margin is fixed are not to be calculated in gross sales. Such commodities and earnings thereon are to be treated separately. Track buyers, terminal market dealers, receivers and distributors, and grain dealers generally, come under this regulation. Brokers and commission merchants are not considered as grain dealers and therefore are not affected by this rule."

Mr. H. D. Irwin, Zone Manager for this territory by general letter of Oct. 15th, notifying the trade that reports would be called for, says:

\* \* \* "It is the purpose of the Central Division to call on such (Grain Handlers) licensees on Jan. 1, 1919, for report of their three months operations, Oct. 1, 1918, to Dec. 31, 1918—such report to show gross proceeds from sales, total expense and amount of net profit earned during the period, also per cent of profit on total sales. In figuring the net profits, interest on capital cannot be considered as an item of expense, but interest actually paid on loans is recognized as a legitimate expense item. No item is to be included in expense account which is not allowed by the Treasury Department in returns for Income Tax or Excess Profits Tax."

We have seen no order or regulation that excepts any grain from the above regulations, when bought, handled and sold as grain, but mills that grind wheat are not covered by the net profits regulations on the wheat thus ground.

Many grain dealers have complained of the 3 per cent net profit regulation on the theory that it was not sufficient to insure a reasonable profit. To this complaint we have to say that if every legitimate and allowable item of expense is accounted for they will find the net profit is equal to, if not in excess of the average profit, for the pre-war period. We find under this net profit schedule the buying margin for wheat by country elevators should be about 10½c per bu. to provide for the net profit suggested, and about 6 to 6½c per bu. on corn, and 3 to 4c on oats at current prices. If dealers do not count the cost, they cannot well challenge the schedule and if they keep accurate account of all cost, including a reasonable salary for the proprietor, they will find they have seldom made the net profit allowable and certainly not averaged that amount during any period of five years

prior to 1917.—Yours very truly, Chas. B. Riley, Secretary Ind. Grain Dealers Ass'n, Indianapolis, Ind.

### Overloading Cars.

*Grain Dealers Journal:* I have read in the Journal for Oct. 10, on page 570, the item headed "A Real Car of Wheat," which gives a report of the receipt at Chicago of a car of wheat containing 163,110 lbs., or 2,718 bus. 30 lbs.

I was interested in this item for two principal reasons; first, because I think I can understand something of the fun experienced by the men who loaded the car, and, second, because I am astonished that any grain dealer would risk the loss of 163,110 lbs. of a commodity so valuable as wheat by loading it into a single car for transportation over a railroad.

If the item had given the car number and initial it would be possible to make more intelligent comment on the subject, but in the absence of that information I am going to assume that it was a 100,000-lb. capacity car. It seems safe enough to do this, as the quantity stated could hardly have been loaded into a car of lower capacity. The car probably is not less than one year old, and it may be that it has been in service several years. The assumed facts are, then, that 163,110 lbs. of wheat worth around \$2.30 per bu. were loaded into a car designed and built to be used in transporting a normal load of 100,000 lbs. and a maximum load of 110,000 lbs.

The point which I wish to make is that the loading of 163,110 lbs. into this car was wholly uncalled for and was in reality a violation of the basic principle of the conservation which we are told is so essential to the winning of the present war. I do not know the M. C. B. rules regarding the building of cars, but I am convinced that those rules do not give a margin of safety sufficient to take care of a 50% overload; and that is just about what the car in question was forced to carry. Therefore, the car was in danger of giving way under its load during the entire course of its journey from point of origin to South Chicago Elevator "D," where it was unloaded. And not only was this car in danger of breaking down, but it placed in danger every car in every train that handled it—to say nothing of the roadbed and bridges which may have been injured or the other trains which it might have been instrumental in wrecking. And if it did not leak and lose some valuable wheat it should have done so, unless perchance it is some new kind of a car that won't leak, and if that be the case all shippers would be pleased to have some like it spotted for loading.

The fact that some cars can be made to hold 163,110 lbs. of wheat is proven by this case, but it is not necessary that we do it, and thus adopt the unbusinesslike methods entailed in doing it. It is not fair to our business as individuals nor to the whole business of trading in grain, and we should not do it no matter who requests it. It is all right that we should observe care to utilize to their full safe carrying capacity the cars set for us to load; it is proper that in this emergency we should not be permitted to load cars to less than their marked capacity because we please to do so; but it is foolish for us to load cars to 50% or 60% above their marked capacity in the mistaken belief that we are performing a patriotic



service. It is not patriotic, and it may prove to be pro-Hun.—M. T. Hanson.

**Editor's Note:** The car referred to in the foregoing letter was G. R. & I. No. 1312, which is shown by the Official Equipment Register to be a 100,000-lb. capacity car.

## Dealers Should Use Correct Grade Designations.

*Grain Dealers Journal:* It seems very important at this time to the grain trade that grain dealers use the correct grade designations as specified in the official standards.

This matter is not only important in that it relates to specific provisions of the grain standards act itself, but should be of interest to the trade because the use of the correct terms of the Federal grades will often avoid difficulties in contracts. The trade practice has been to disregard frequently the correct grade terms. From observation of trade market letters, post card bids, and official market circulars, expressions such as the following will be found—"We bid for No. 2 Red, etc., No. 1 Hard, etc., No. 2 White, etc."

While there may be no doubt in the minds of the parties as to the interpretation of these terms, a dealer might, for example, tender grain other than No. 2 Red Winter on a "No. 2 Red" contract, inasmuch as Hard Red Winter, Hard Red Spring and certain varieties of Durum wheats are also "red wheats," "No. 1 Hard" in the winter wheat belt might be construed to mean No. 1 Hard Winter, while in the spring wheat belt the dealer may have had in mind a grade of the subclass Dark Northern Spring. "No. 1 White" may be construed to mean the delivery of either No. 1 Hard White or No. 1 Soft White wheat.

By using the correct grade designations, as No. 2 Red Winter, No. 1 Hard Winter, No. 1 Dark Northern Spring, etc., there can be no misunderstanding of the exact kind of wheat which must be tendered on the contract. Investigations by the Department have also shown in certain cases that grain dealers will tender on a contract for the delivery of No. 2 Red Winter, No. 2 Red Winter Smutty, and in their invoice eliminate the word "smutty" from the grade designation.

Section 4 of the grain standards act also states, in substance, that it is a violation of the Act to state the grade in any invoice, bill, or other commercial document, in any contract made under the Act, as being of a grade other than that provided in the official standards, as evidenced by an official inspection certificate issued therefor.

It would seem that this matter could profitably be directed to the attention of country and terminal market shippers and dealers, and to all persons issuing market letters, card bids, and market circulars.

## Daily Closing Prices.

The daily closing prices of oats and corn for December delivery at the following markets for the past two weeks have been as follows:

### DECEMBER OATS.

	Nov. 12.	Nov. 13.	Nov. 14.	Nov. 15.	Nov. 16.	Nov. 18.	Nov. 19.	Nov. 20.	Nov. 21.	Nov. 22.	Nov. 23.
Chicago	70%	71%	70½	71½	72%	73%	74%	74	74½	73½	72¾
Minneapolis	66½	67½	66%	67%	69	70%	71½	70%	71%	70%	69½
St. Louis	69%	69%	70	70½	71%	72½	74½	73%	73%	72%	72½
Kansas City	69	69%	69	70½	71	72%	73	72	72%	72½	71½
Milwaukee	70%	71%	70½	71½	72%	74	75	74½	74½	73½	72%
Winnipeg	79½	80½	81%	83½	84	86½	87½	86½	86%	85%	84½

### DECEMBER CORN.

	Nov. 12.	Nov. 13.	Nov. 14.	Nov. 15.	Nov. 16.	Nov. 18.	Nov. 19.	Nov. 20.	Nov. 21.	Nov. 22.	Nov. 23.
Chicago	118%	119%	118%	121%	125%	128%	130%	129%	129%	127½	124½
St. Louis	122½	122½	122½	126%	129½	132½	134%	132½	134%	132½	130½
Kansas City	124%	125%	124%	128%	131%	134%	136%	135%	137%	135	133
Milwaukee	118%	119%	118%	121%	125%	128%	130%	129%	129%	127½	124%

Any assistance you can give the Bureau in bringing about the usage of the proper grade designations as specified in the official standards will be appreciated. —Very truly, George Livingston, In Charge, Federal Grain Supervision, Bureau of Markets, Washington, D. C.

## And Had Room for More!

*Grain Dealers Journal:* I have read reports of large cars of oats, and on Oct. 3 I loaded one that I think will make others go some to beat. It was U. P. car No. 122983, and into it I loaded 119,040 lbs., or 3,720 bus., of oats—and there was room in the car for 50 bus. more, but the railroad agent would not allow me to put more in weight.—C. Linder, Mgr. Paulding Equity Exchange Co., Paulding, O.

## Overreaching Railroad Officials.

*Grain Dealers Journal:* I am now convinced that under the guise of Federal control, the railroad officials are seeking to do everything possible to advance the future interests of the railroads, looking to the time when they will have to depend entirely upon their actual earnings for their dividends, and they now fully realize that high charges and limited service pays them better than close competition on competitive business. The rates on corn and oats have been advanced almost 100 per cent in the past two years, and many changes that have been expensive to the grain trade have been made.—W. M. Priddy, Wichita Falls, Tex.

## To Promote Farming in Mexico.

In a recent issue of Collier's Henry Ford is quoted to the effect that he is going to make tractors in Mexico. The government of that country has been asked to find a water power site, and a plant is to be erected at a cost of \$1,000,000.

Mr. Ford said that Mexico needs tractors, and that the peons can afford to buy them because they will make them themselves. Under his plan men will be taken from the United States to teach the Mexicans how to make tractors, and how to cultivate the soil with them. "Then," in his words, "there'll be some money in that country—some hope."

INDIA has a large surplus of wheat awaiting export. The normal exports are about 50,000,000 bus. annually, but for the past 4 years they have been about 26,000,000 bus. a year, so there should be nearly 100,000,000 bus. available. Two factors have been against the movement of the grain, one was the closing of the Suez Canal, and latterly the high rate of exchange due to rise in the cost of silver which is used to pay for Indian wheat.

## Contradictory Advice of Federal Agents.

The Kansas City agent of the U. S. Food Administration wrote shippers in his Circular No. 58-D:

We want again to emphasize the importance of showing on the application the grade of the grain you are intending to ship, as nearly as possible. For instance, when conditions are such that the Com'ite has to take grade into consideration and there is any doubt, an application that does not show the grade is held up as compared to an application that shows the particular grade for which there is a sufficient demand to warrant its being permitted.

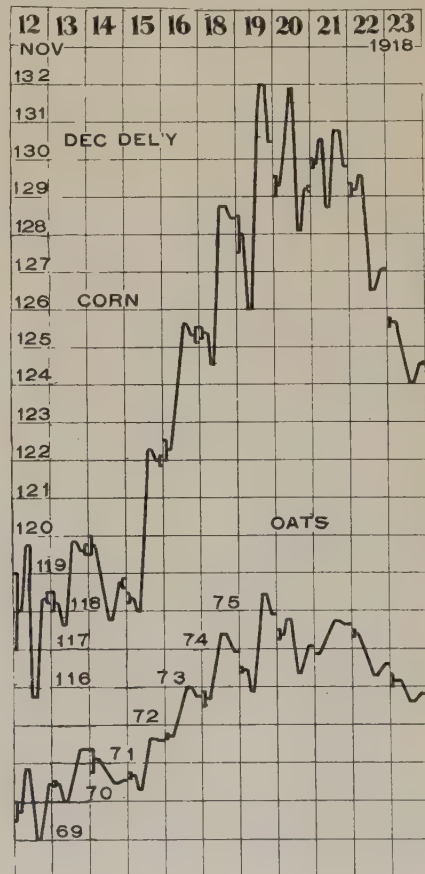
Directly opposed to this is the holding by the Bureau of Markets of the U. S. Department of Agriculture that any statement of grade of a shipment is a violation of the Grain Standards Act, that no one not a licensed inspector may certify to the grade of any grain.

Shippers are assured that they can safely ignore any limitation of their right to describe their property, and are advised to comply with the suggestion of the Kansas City zone agent, for the reason there is no violation of law as long as the person stating the grade does not pretend to be an official inspector.

If the shipper used the official inspection certificate form to notify consignee of his loading or in applying for cars the technical fault finders of the Bureau of Weights might have some excuse for objecting.

## Chicago Futures

Opening, high, low and close on corn and oats for the December delivery at Chicago for two weeks past are given on the chart herewith.





## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

### CANADA.

Ottawa, Ont.—The area estimated to be sown to fall wheat for 1919 is 5% less than sown last year, being 840,000 acres, as compared with 886,000 acres last year.—B.

### INDIANA.

Silverwood, Ind., Nov. 12.—Growing wheat looking fine; acreage large. Corn in good condition, but 25% short.—D. P. Williams.

### KANSAS.

Healy, Kan., Nov. 13.—Wheat is late but is coming up well and a large acreage is out.—Sharp Grain Co.

Garnett, Kan., Nov. 21.—Wheat is getting very rank. The soil is in fine condition, and there is some danger of it getting too much growth this fall. Farmers are pasturing it.—John McClure.

### MINNESOTA.

Walters, Minn., Nov. 20.—Our crops are fair and grain in very good condition. Most of the corn has been gathered and some of it is still in the fields because it is too wet to work.—R. E. Ludke.

Fergus Falls, Minn., Nov. 9.—This has been the banner year for corn in Minnesota, according to the Bureau of Crop Estimates. Practically the entire season, the crop had favorable weather. Early frosts did considerable damage in the northwestern part of the state and a few other scattered areas, but the real corn growing districts were not affected. The yield this year is 40 bus. compared with 30 last year and 32.6 bus. the ten-year average. The crop is excellent, quality being 90% compared with 52% last year and a ten-year average of 78%.

### MISSOURI.

Elmo, Mo., Nov. 11.—Oats crop was very light, making from 15 to 25 bus., against 70 to 80 last year; corn making around 10 to 15 bus., against 40 to 90 last year; wheat 4 to 24 bus., against 20 to 30 last year. No corn will be shipped from this station, but we will have to ship some in. This is something we never knew to happen before. Our new wheat crop promises the best on record. Acreage is 110% and we have plenty of moisture now, having had 7 inches of rain in the last two weeks.—Ed. M. Adkins Grain Co., Mark M. Adkins.

### NEBRASKA.

Henry, Neb., Nov. 20.—Wheat is of good quality and making money for the farmers.—C. K. Anderson.

Dixon, Neb., Nov. 19.—Corn shucking is proceeding slowly on account of rain. Corn is of good quality but average yield only about 25 bus. per acre.—W. L. Hand, mgr. Farmers Union Elvtr. Co.

### NORTH DAKOTA.

Moselle sta. (Wyndmere p. o.), N. D., Nov. 11.—We have had a fair crop in this vicinity.—Stanley Jackson, mgr. Farmers Equity Elvtr. Co.

Robinson, N. D., Nov. 23.—Wheat this season about double the crop of a year ago, and about one-half as much as in 1915-16.—Frank Neustel agt. Monarch Elvtr. Co.

Menoken, N. D., Nov. 20.—Crops poor this year. Poor yield and large amount of stained wheat on account of rains early in fall just after grain was stacked.—J. H. Garrison, mgr. Farmers Co-operative Ass'n.

### OHIO.

Marion, O., R. F. D. No. 8, Nov. 18.—Corn about all harvested. Not enough for feeding purposes. Winter wheat looking very good, and acreage larger than usual.—W. C. Mercer.

Tiffin, O., Nov. 21.—During the last year corn here was not fit for shipment.—F. W. Koepfer, agt. Sneath Cunningham Co.

New Richland, O., Nov. 21.—The grain in this section of the country is the best in 20 years.—J. F. Miller, agt. I. C. Miller & Co.

Grelton, O., Nov. 23.—Corn quality fine. Moisture about 23%, and will be less when the grain is delivered from farmers' cribs. The crop is only about one-half normal, owing to dry weather.—Chas. B. Krohn, mgr. Farmers Grain & Seed Co.

### OKLAHOMA.

Waukomis, Okla., Nov. 17.—Grub worms have caused some damage to growing wheat, and colder weather will be welcomed, as it will stop their work.—Geo. M. Lovell, agt. El Reno Mill & Elvtr. Co.

### TENNESSEE.

Denver, Tenn., Nov. 22.—Corn crop through this section is somewhat less than 50% of the 1917 crop, which was the largest grown here in more than 25 years.—Duck River Grain Co.

### WASHINGTON.

Burr Can, Wash., Nov. 12.—Crops in this section were very poor. We got about 40,000 bus. of wheat and should have had 100,000 bus.—Burr Can Elvtr. Co.

## Future Delivery Market at Fort William.

Fort William, Ont., at the Canadian head of the lakes, with its immense grain storage capacity, has long been a potential center for the grain trade of British North America, an ambition that is now in a fair way to be realized, as the Fort William and Port Arthur Grain Exchange decided to open a futures market on Nov. 4.

Among the enthusiastic supporters of the new market are N. M. Paterson and J. R. Smith, the latter's business sagacity having been demonstrated by his uniform success in all branches of the grain trade, makes his support a guaranty of success.

The following official announcement was issued Nov. 1 by Sec'y C. Birkett:

The Fort William and Port Arthur Grain Exchange at a general meeting, unanimously decided to open option trading in oats, barley and flax for the months of November and December on Monday, Nov. 4.

Arrangements are now being perfected to clear the trades thru the secretary's office, and arrangements have also been made for the registration and cancellation of warehouse receipts for private terminal elevators. Deliveries on option will be on the basis of "in store" private or public terminal elevators.

At a meeting following the general meeting, the council fixed the following basis of settlement for oats, barley, flax and rye:

Oats.—The contract grade will be 2 C. W. oats with the privilege of delivering on contracts.

A.—Higher grade oats.  
B.—3 C. W. oats at a discount of 3 cents per bushel.

C.—Extra 1 feed oats at a discount of 3 cents per bushel.

D.—1 feed oats at a discount of 5 cents per bushel.

E.—2 feed oats at a discount of 8 cents per bushel.

F.—Rejected at a discount of 10 cents per bushel.

Barley.—The contract grade will be 3 C. W. with the privilege of delivering on contracts.

A.—Higher grade barley.

B.—4 C. W. barley at a discount of 5 cents per bushel.

C.—Rejected and feed barley at a discount of 15 cents per bushel.

Flax.—The contract grade will be 1 N. W. flax with the privilege of delivering 2 N. W. flax at 3 cents per bushel under.

Rye.—The contract grade will be 2 C. W. rye with the privilege of delivering on contracts.

A.—Higher grade rye.

B.—Rejected rye at a discount of 12 cents per bushel.

The acceptance of speculative accounts by any members from an employee of another member shall be deemed to be uncommercial conduct.

## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

### CANADA.

Fort William, Ont., Nov. 20.—The shipments from the Head of the Lakes this year are disappointing. From Sept. 1 to Nov. 15 the following quantities were shipped in the years named: 1916, 59,143,510 bushels; 1917, 62,051,800 bushels; 1918, 26,996,780 bushels. The chief reason for the small shipments is on account of the eastern elevators being filled with American grain, and the many regulations issued by the Board of Grain Supervisors that will not permit free and unrestricted trading as is now the case in the United States.—C. Birkett, sec'y Fort William and Port Arthur Grain Exchange.

### IDAHO.

St. Maries, Ida., Nov. 8.—Good feeding weather, with no signs of winter. Moving all oats and barley from the east.—George O'Dwyer, Inc.

### MARYLAND.

Baltimore, Md.—The first shipment of new shelled corn was received on this market recently by W. F. Macnear & Co. It consisted of 100 bus., and was from Carroll County, Mo., and it was slightly damp. Last year the first new corn arrived Oct. 29 from Caroline County, Md.

### MISSOURI.

Kansas City, Mo., Nov. 12.—The first car of new No. 2 yellow corn was received on this market today by the Addison-Benton Grain Co. It tested 56 lbs. and contained 14.4% moisture, selling at \$1.56. The same firm also received, recently, the first car of No. 3 yellow corn, this coming from Iowa.

### OHIO.

Marion, O., R. F. D. No. 8, Nov. 18.—Oats movement freer than usual at this time of year.—W. C. Mercer.

Springfield, O., Nov. 21.—Little wheat remains in farmers hands in this section.—Ansted & Burke Co., L. B. Miller.

Grelton, O., Nov. 23.—Corn husking about finished. Farmers so far have sold the heaviest and poorest corn, keeping the best for carrying over.—Chas. B. Krohn, mgr. Farmers' Grain & Seed Co.

### OKLAHOMA.

Waukomis, Okla., Nov. 17.—Considerable wheat is being moved from farms.—Geo. M. Lovell, agt. El Reno Mill & Elvtr. Co.

### SOUTH DAKOTA.

Norma, S. D., Nov. 15.—Our crops were poor this year, and this station will ship only about 150,000 bus. wheat, compared with 1,000,000 bus. in a good year.—O. J. Magney, agt. Atlantic Elvtr. Co.

### TEXAS.

Galveston, Tex.—Wheat exported thru this port during October totaled 1,540,240 bus. No other grain was exported. In October, 1917, exports were 40,422 bus. of wheat and 127,428 bus. of barley.—H. A. Wickstrom, chief inspector Board of Trade.

THE DAIRYMEN'S LEAGUE of New York put up such a fight on Hoover's attempt to have the price of milk fixed that he has announced the abandonment of negotiations with the New York dairymen. The dairymen telegraphed over the country asking milk producers' assns to demand a Congressional investigation of the Food Administration's attempts to fix the price of milk, with the result that Hoover decided to let them alone.



## War Affecting the Grain Trade.

LONDON, Nov. 17.—A Sydney dispatch announces that a fleet of steamships is already on its way from Australia with a load of 45,000 tons of wheat for Europe.

MALTSTERS, by making special applications, will be allowed to make malt for manufacturers of cereal foods and yeast until Nov. 1, 1919, the food administration announced.

MILLING SECTION Rule No. 4 prescribing the amount of flour to be extracted from wheat has been repealed says Zone Agent D. F. Piazzek in his bulletin 138, issued Nov. 19, extending the wheat storage limit from 60 to 90 days.

THE LICENSE of the Geo. A. Taylor Co., Oneida, N. Y., is reported to have been suspended by the Food Administration for a 2-months' period ending Nov. 16 for alleged failure to place its license number on bills. The company operates an elevator, warehouse and mill.

AUSTRALIAN wheat will be rushed to Europe, it is reported. From Melbourne to Genoa, Italy, via the Suez Canal, the distance is 9,200 miles. It will take twice as long to ship Australian wheat to middle Europe as from New York to Genoa. The distance from Argentine to Liverpool is 6,200 miles.

ONE CLAUSE of the wheat agreement signed Jan. 14 between the Argentine and the British and French governments stipulated that shipment was to be completed Nov. 1, 1918. By the middle of August 2,500,381 tons, all bought at the stipulated prices had been shipped, this being two and one-half months ahead of time.

A SYSTEM of licensing mills, under which all mills in Canada will be obliged to operate, has been instituted by the Board of Grain Commissioners for Canada. The mills also are required to have a license from the Food Control Board. The Board of Grain Commissioners is a permanent body for the purpose of administering the Canadian grain act.

UNDER THE FOOD REGULATIONS existing last year there was an enormous waste of substitutes. "This enormous waste would have been avoided if mixing could have been done at the source, namely, by the mills, and it is to bring about this food saving that mills are now urged to make Victory Mixed Flour," said F. J. Lingham, chief of the Flour Milling Section of the U. S. Food Administration.

LEAVENWORTH, KAN.—A penalty of \$90,121.37, the largest levied by the Kansas Food Administration, was assessed against the J. C. Lysle Milling Co., one of the largest flour milling companies in the state, for profiteering by filing with the food administration false reports on profits. The company made an initial payment of \$10,000 of the fine which went as an evidence of good faith to the Red Cross. The balance, \$80,121.37, represents the total excess profits reaped by the milling company as disclosed by government experts.

THE PRICE of wheat and other cereals of the 1919 crop have been fixed by a decree of the French government. The price of wheat will be 74 francs per 100 kilograms (about 220 lbs.), a reduction of 2 francs; that of barley, maize, rye and buckwheat will be 53 francs per 100 kilograms; mixed wheat and rye, 60 francs; while millet, 73 francs; red millet, 48 francs; beans, 66 francs. In announcing the prices, Victor Boret, minister of provisions, stated the reductions had been made to show the increase in prices had reached its maximum in 1918.

LICENSE of the C. A. Gambrill Mfg. Co., of Ellicott City, Md., has been reinstated by the Food Administration and the company has resumed the operation of its mill and elevator.

THE REMOVAL of certain government departments from Washington as a means of relieving the congestion in that city was suggested recently by Speaker Champ Clark. He stated that the offices of the Food Administration have no reason for being in the capital, and that they should be removed to St. Louis or Kansas City, out in the country where food is grown. His suggestions are not expected to find favor with Mr. Hoover, who believes that the food problems are so closely interwoven with other war problems and activities that the Food Administration can not be separated from the other executive activities. It is said, also that the Food Administration is one bureau which has steadily reduced its force of workers at Washington.

WASHINGTON, D. C., Nov. 7.—The Austrian armistice must result in greater safety of the Mediterranean Sea routes and the increased accessibility of the Indian and Australian wheat supplies, even if Germany does not quit the war. This, it is hoped, should make sufficient wheat from these countries available during this winter to reduce the amount of substitution in the bread of Allied countries and allow the substitutes now being imported to the Allies to be used for dairy feeds, of which there is a great shortage. It is anticipated that while some wheat may be needed from the United States, the largest part of our exports to Austria will be corn, rye, barley and fats. The Austrian merchant shipping must be placed in service before exports can begin.—U. S. Food Administration.

THRU a proclamation signed by President Wilson Nov. 2 the licensing machinery of the United States Food Administration has been extended to cover the manufacture, storage and distribution of various foods, which heretofore have not, in part or in whole, been in the licensed class. Those engaged in importing, manufacturing or distributing oat flour, raw corn flakes, buckwheat or buckwheat products are placed under license thru the Presidential proclamation. Buckwheat and buckwheat products concerns handling these commodities for food purposes have not been under license heretofore, while those handling oatmeal and rolled oats have been. The extension of control by the Food Administration will become effective Nov. 16 and licenses must be obtained before that date.

HOW OCEAN TRANSPORT has been handicapped during the war is shown by a comparison of freight rates. The regular rate by neutral vessels on wheat from Kurrachee, India, to the United Kingdom was 12 cents per bushel during October, 1913, compared with \$1.80 per bushel in October, 1918. From the northern range to Marseilles and Genoa the pre-war rate was 5c per bu. In October, 1917, this had risen to 45c; and in October, 1918, to \$1 per bushel. On account of their lighter weight the rates are 10% higher on barley and 20 to 30% higher on oats, per ton. The millions of tons of ships that the autocrats of the central empires have been industriously sinking during the past four years are badly needed now to move foodstuffs from Australia, India and North America to the starving millions of Central Europe. They can thank their rulers for bringing about their unfortunate situation, which is impossible of immediate relief.

PRICES OF GRAIN from North America are said to have dropped recently 50 per cent in Paris.

IT IS A GREAT blessing to the buyer of bakers' bread and the diner at restaurants and hotels that the price of substitutes is so high that the bakers have little to gain by forcing unwholesome adulterants on the public.

MR. CLYNES, in the House of Commons, said that the amount of the bread subsidy likely to fall upon the present financial year, would probably exceed £50,000,000, although it was hoped it would not exceed that figure to any great extent.

## Cancellation of War Contracts.

IN ORDER that war materials which will be released by the stoppage of war production may be allocated to industries able to use them immediately for peace time needs and to prevent the possibility of business panic, it was suggested to President Wilson in a recent letter by Henry A. Wheeler, pres. of the Chamber of Commerce of the United States, that, pending the development of an adequate organization, a clearance committee be appointed and that all proposals to cancel contracts be referred to it and cancellations be not made without the approval of the committee.

MR. WHEELER points out that if one bureau or department follows its own ideas and another pursues a different course it will lead to endless controversy and confusion. The cancellation of contracts by some government agencies recently is said to have caused a great deal of apprehension and disturbance, the extent of which has not attracted public attention because the war news has so greatly overshadowed it. The stoppage of work in the small number of instances where steps have already been taken is causing uneasiness among banks which, in almost every case, are extending credit to the contractor, and is likewise affecting the credit of large numbers of sub-contractors who are supplying materials to the principals.

IF, thru sudden cancellations, the stocks of materials now on hand are freed and no arrangement made for their utilization in some other direction there is likely to be a very great decline in prices, temporarily at least, until demands in other directions assert themselves.

FIXING of prices on raw cotton is unnecessary and impracticable, President Wilson will be told by the cotton investigating committee of the War Industries board. This announcement was made Nov. 7 by Dr. Thomas W. Page, chairman of the committee.

FOR THE EFFICIENT execution of the program of coal conservation the engineers of the country have been mobilized thru the professional societies and the operating engineers and firemen, and as a result there are today 1500 volunteer engineer specialists and power plant men organized by states, inspecting power plants, classifying them according to their operating efficiency, and aiding the work of rapid development. As a direct result of the operation of this plan, it is estimated that the total annual saving throughout the country will be about 25,000,000 tons of coal without reducing the output of the factories. Special printed material, instructing on the proper use of fuel has been prepared by the United States Fuel Administration and may be obtained free of cost upon application.



**Chokes.**

BY CAL.

INVESTIGATE now to learn the exact facts regarding the size and length of every transmission rope in the plant. File the information where it is readily available. Some day a rope will break. Of course the accident will happen just when business is most rushing. Then it will be very convenient to be able to haul the prepared record from the files and send a wire for a new rope.

WHEN it becomes necessary to refer to the end of a car don't say the "north end." The end that is headed north at one station may be the "east end" at some other station. Every car has two ends. One of them is the "Brake End," that's where the brake staff runs up to terminate in the brake wheel at the roof. The other end is the "No Brake End." Sometimes the "No Brake End" is referred to as the "A" End, and the "Brake End" as the "B" end. But there ain't no such animal as a "north" or an "east" end.

MANLIFTS with loose joints, broken parts, frayed ropes and minus an operative safety device are dangerous in the extreme. But just the same their number is legion. Why? Why will a man trust his life to any kind of a machine that is not in perfect condition in its every part? There can be no satisfactory answer to a question of that kind; and there can be no reason, good or otherwise, why the manlift should not be kept in the best of repair at all times. It is every employee's duty to himself, his family, and his employer to refuse to ride on a manlift that is not safe.

DIRTY BELTS—One of the first lessons that one learns in making a study of belts and their operation is that, all other things being equal, clean belts will pull better than dirty ones. But one would almost feel forced to disbelieve the truth of this engineering fact when the lumps of dried "belt dressing" are seen on many elevator belts. Clean belts, running over clean, bright pulleys, at the proper tension and in perfect alignment do not need "dressing." If it is necessary to dope a belt with some stuff from a stick or a can or a tube something is wrong with the belt or the pulleys; but it needs more than the doping to correct the trouble. Apply a real remedy; don't rub on a little salve in an effort to cure a deep seated disease.

FROSTY nights are near. Zero weather not far away. Arrangements have been made to facilitate the draining of the water jacket around the engine cylinder; but are the water barrels in safe condition? A solution of calcium carbide in metal containers won't freeze, so the elevator operator whose house is provided with that means of fire protection need not worry, but of course he will make sure that the containers and their contents are in good condition, and that nothing has happened to them since the last examination. The operator without calcium chloride protection will proceed at once to get it, or he will put a good strong salt solution into the barrels without further delay. Just remember that neither good intentions nor lumps of ice will extinguish a fire.

PATCHES.—For some reason that not even the railroad claim agent is able to explain, holes continue to show up in the floors of cars that are set for grain loading. And those holes must be patched. But don't use for this purpose boards

that are larger than necessary. It gives the unloader fits when the point of his power shovel fouls one of those boards and the shovel is jerked out of his hands. And, don't leave nails protruding from the boards used in patching to injure the unloader's foot. He is human, and his shoe soles wear thin just like the rest of us. The best patching material for small holes is scrap pieces of galvanized iron. A good patch can be made with it, and it hugs the floor snugly.

20DS.—At some time or other in his career every elevator operator has taken great delight in his ability to find enough of the largest sizes of nails for use in cooping cars; it used to be great fun to succeed in driving a few of the nails that held the grain doors in place thru the piece of steel that was bolted to the door posts of cars of the older type to protect the posts. There was real joy in speculating on the trouble which the unloader would experience in getting that particular door off. But now most elevator men know better. They have learned that 16d. nails will serve as well in holding grain doors in place as will 20's, or even larger sizes. Just remember that the door which is held firmly in position against the door posts until the grain is in the car is not going to succeed in any effort to move to the center of the car after the grain is placed against it.

OIL is great stuff. It makes millionaires out of poor men, and poor men out of millionaires; it makes big machines run smoothly in spite of the constant efforts of devouring friction; and it may assist in reducing a big plant and a going business into a heap of useless ashes. Oil, rightly used, will save and make useful the most expensive machinery, yet oil is much cheaper than machinery. The whole trouble which occurs in connection with oil is occasioned by reason of the presence of that phrase, "rightly used;" for only a very small percentage of the users of oil use it rightly. Go up into the elevator and observe the manner in which oil has been squirted at, around, over and under bearings; look at the bearings themselves, with their smudge of grease and collected dirt; see the black, ugly splotches on the floors beneath the bearings. Then consider whether the hand that wields the oil can is "rightly using" it. Every rule that has been promulgated for the care and oiling of bearings can be summed up in these words: Use just enough oil to keep the bearing properly lubricated at all times, and keep the bearing clean, inside, outside and on all sides. Try that and see how much better it feels.

PUNCHING HOLES in elevator belts for bucket bolts inevitably tends to weaken the belt. One only need remember that a 100-ft. belt, having buckets spaced 12" o.c. and with 4 bolts to each bucket, has a total of 400 holes punched into it; and that each hole, if cut in the ordinary manner, actually cuts the fabric of the belt, to realize how extensive is that weakening. The greater wonder is that elevator belts last as long as they do, in view of the treatment they receive and the nature of the work they are called on to do. Here is a suggestion for lessening the severity of that treatment. Instead of cutting bolt holes in the belt, get with the supply of elevator bolts a little pointed device designed for the purpose of making holes for the entrance of the bolts. It is rounded, tapered, and quite sharp at one end, with the other end tapped and

threaded to receive the end of a bolt. Screw the device onto a bolt, place the sharp point against the back of the belt in the position where the bolt is needed, and drive the bolt home with hammer blows on its head. The sharp point of hole-making device separates but does not shear the fabric of the belt, and the bolt follows the device into the hole until the under side of the bolt head fits snugly against the belt. Then unscrew the device and repeat the performance on succeeding bolts.

**New Chief Inspector at Baltimore.**

David H. Larkin, whose portrait is reproduced herewith, was appointed chief grain inspector for the Baltimore Chamber of Commerce by the board of directors at a meeting held Nov. 12.

Mr. Larkin, who was born Mar. 1, 1877, became identified with the grain inspection dept of the old Corn and Flour Exchange in 1896. The organization later adopted its present name. Beginning at the bottom of the ladder, he rose steadily, becoming first assistant chief grain inspector 10 years ago. When the supervision of grain was inaugurated by the federal government Mr. Larkin was licensed as an inspector by the Bureau of Markets, and he holds license No. 368. He continued to serve as assistant chief until his recent promotion, which was made to fill the vacancy created by the death of former chief inspector Samuel D. Thomas.



David H. Larkin, Chief Inspector, Baltimore, Md.



## Elevator Observations.

BY TRAVELER.

As one travels about the country calling on operators of grain elevators, he gets many jolts and surprises that serve principally to convince him that some grain dealers progress very slowly.

In photograph 1, shown herewith, is an old-fashioned scooping outfit, which is a relic of early days in North Dakota. Its use is made necessary by the fact that the old tumble down elevator is set too far from the rails to spout direct to cars. The dealer who used it did not ship grain in rainy days, but after the hopper was filled a team of horses would pull the device along-side of the car and its load would then be dumped into the box and shoveled back, all of which must have cost the shipper at least \$10 per car extra.

In photograph 2 is shown how one elevator operator barred his house against bos when he closed up for the season. The railroad company may object to this use of grain doors, but they can be used for coopering when taken down preparatory to opening the house for shipping grain.

Photograph 3 shows a fire resisting vault built onto the office of an elevator at Homestead, Mont. The purpose being to provide a fire-proof depository for books and records.

Photograph 4 depicts a defective chimney on top of a grain elevator office. It is so badly cracked as materially to reduce the draft and also to facilitate sparks finding their way to the roof. When bricks of a chimney become loose, the man who is interested in his property will see to it that they are promptly relaid with strong mortar. Winter is approaching, the cold days that call for hot fires will increase the number of losses due to poor chimneys.

In photograph 5 is shown an elevator which sets back from the track about 150 feet. The grain is first spouted to a screw conveyor operated by a gas engine in the small house at the bottom of the spout. This costly manner of loading cars may save the expense of a switch temporarily, but eventually the elevator man will pay the cost of a switch many times over, and yet not get the much needed switch.

In photograph 6 at the left will be observed the new concrete cob burner of an Iowa elevator, which is built entirely too close to the plant for safety. In fact sparks from the burning cobs will give the operator several merited scares. Of course he has a shingle roof on his office and power plant, but it may be covered with iron before the flames remove it.

## Removal of Transit Restrictions.

The Western Freight Traffic Com'te has announced conferences to be held at Chicago under docket No. 363 on the abolition of transit restrictions, conformably to the following suggestions by the Federal Railroad Administration:

The railroad Administration has announced its intention of removing restriction as to transit privileges, milling, fabricating, etc., which require that the out-bound shipment shall be billed out by the carrier performing the inbound haul, and providing that the outbound shipments from a transit point may move via any road regardless of the one hauling the inbound or raw product to the transit point, provided that such arrangements be confined to direct routes, and that nothing under such extensions shall create circuitous or unduly out-of-route transportation.

THE U. S. FOOD ADMINISTRATION during the past three weeks has imported 663,000 bus. of corn from Argentina.

## Regarding Bleached Oats.

BY J. A. HALLAM.

Oats treated with Sulphur-dioxide for the purpose of improving the appearance should not be graded better than No. 3.

The grain is no better than three (and oftener of lower grades) before it is bleached, and since the treatment does not restore quality or feeding value, it is no better than three after it has been bleached.

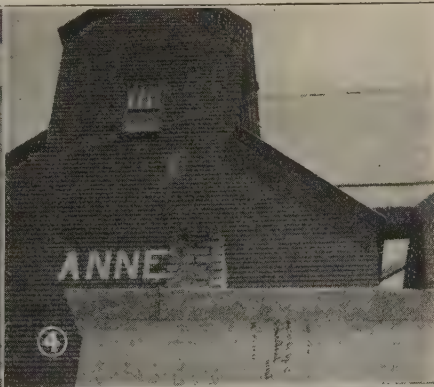
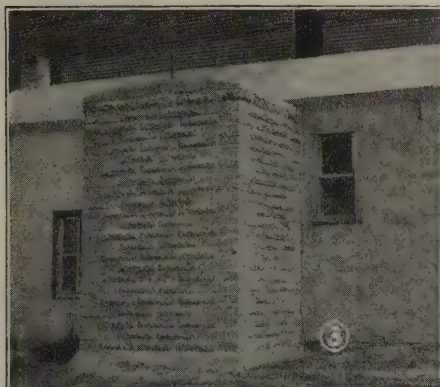
Oats that are dark, musty, bin burned, or damaged in any manner, are deficient in nutrition and strength, and bleaching only brightens and adds weight, the inferiority is still under the brightened hull.

The writer has had wide experience with the sulphur bleaching process and has never treated a lot of No. 2 oats, they didn't need it, the grain "fed" better and was better without it.

The proposed oats grades provide the word "Sulphured" to be entered into the grade designation. This is not sufficient in establishing grades for treated oats. In addition No. 3 should be the best grade placed on oats which have been sulphured to any degree.

It has been noticed at some of the recent hearings on the proposed oats grade, that moisture tests on oats are not wanted. This would be great for the man who operates the bleacher as it would give him the opportunity to add "much water."

USING a tractor to pull a corn husker, Julius Hexom, a farmer near Madison, S. D., is said to have gathered 8 to 10 wagon loads of corn per day.



1.—Scooping Outfit. 5.—Elevator 150 Feet from Track. 6.—Concrete Cob Burner Too Close.

3.—Fire Resisting Vault. 4.—Defective Chimney. 2.—Barred Windows.



# Ohio Grain Dealers Protest Against Permit System

The regular fall meeting of the Ohio Grain Dealers Ass'n was held in the Southern Hotel at Columbus Nov. 22, the opening session being called to order by Pres. C. M. Eikenberry, Hamilton, at 10 a. m.

After thanking the members of the Ass'n for the honor they had conferred upon him by electing him to the presidency at the June meeting at Cedar Point, Pres. Eikenberry read the names of those who had been appointed to the standing committees, as follows:

Arbitration: J. H. Motz, Brice, chairman; M. A. Silver, West Jefferson; E. W. Scott, Columbus.

Legislative: Charles E. Groce, Circleville, chairman; C. K. Patterson, Pike-ton; J. L. Cruikshank, Fostoria.

Membership: Earl C. Bear, Hicksville, chairman; F. O. Diver, Middletown; R. W. Graham, Liberty Center; S. L. Rice, Metamora; A. R. Morse, Tiro; H. L. Frisinger, Rockford; J. Y. Stimmel, Payne.

Board of Agriculture, Ohio Experiment Station: S. B. Swope, Amanda, chairman; C. O. Barnhouse, Agosta; Chas. Ozias, Paulding; Philip Horn, Monroe-ville; W. M. Latham, Hayden; R. W. Lenox, Richwood; A. V. McClure, El-dorado.

Claim Buro: A. H. Cratty, Columbus, chairman; Rea Chenoweth, London; Edward Stritmatter, Portsmouth.

Traffic: H. L. Goemann, Mansfield, chairman; W. T. Palmer, Celina; F. E. Barker, Hamilton.

Pres. Eikenberry introduced Chas. B. Riley, sec'y of the Indiana Grain Dealers Ass'n, saying that Mr. Riley had been asked to come to the meeting to address the dealers on the subjects of profits and shipping permits. Mr. Riley said:

## The Margin of Profit.

I have believed for a long time that grain dealers for many years have not been getting a margin of profit large enough to justify the investment they are required to make in their business and the risks they take. This matter was taken up with the Food Administration some time ago, and it was our understanding at that time that if we dealers in Indiana did not take a margin of more than 7c to 9c on wheat there would be no charge of profiteering.

Grading: This margin, however, was founded upon the basis of correct and close grading, as the dealer can do business on a closer margin when he grades properly than when he takes everything that comes as a "mine run" proposition. I believe the basis upon which all of the matter of profits must be considered is that of proper grading. In Illinois, where just now they are having some difficulty about the margin of profit, much of their trouble, I am convinced, is due to their attempt to handle on a "mine run" basis. Some dealers say they cannot grade properly, but I know it can be done as we have many in Indiana who are doing it all the time.

The new proposition of a limit of net profits to 3% on annual turnover of \$300,000 or less, and 2% on any turnover above \$300,000, is very important. In January every dealer will be asked to file a report covering his operations during October, November and December, from which the Food Administration will determine whether he has made a profit exceeding these figures. Now, I know that, one year with another, the average dealer will not make 3% net. On present prices that means about 5% gross margin, and few, if any, dealers get it. But if the grain is graded correctly and handled in such a manner that you get what you are entitled to 5% gross margin will give a very good net profit.

Mr. Riley read a bulletin which was is-

sued from his office to the members of the Indiana Grain Dealers Ass'n on Oct. 9 on the subject of profits, and during the reading he pointed out quite emphatically that every dealer who is also the proprietor of the business should receive a salary from the business as compensation for his services, and that this salary should be charged against the business as an expense. The bulletin was published on page 645 of the Journal for Oct. 25, 1918. Mr. Riley has another statement elsewhere in this number.

A Dealer: Why do you not figure interest on capital invested in the business?

Mr. Riley: The Food Administration says it should not be done. However, if capital is borrowed, the interest paid is to be charged as an expense. Some dealers have suggested that the dealer should lend his own capital and borrow money with which to conduct his business.

The determination of profits is based on a year's operations, and individual transactions are not to be considered. We believe that good will come out of the necessity of making reports on the business as it will make better bookkeeping. The millers have been forced to adopt better bookkeeping methods, and I hope the grain dealers will follow their lead, now that the start has been made.

Sec'y J. W. McCord, Columbus: I believe that the first report will be the only one required, as I believe it will show that no grain dealer is profiteering and the matter will be dropped there. There have been many reports of profiteering, few of which were well founded.

Mr. Riley: Any profits above the 3% and 2% will be looked upon as profiteering. But as so few dealers have made this percentage of net profits I believe this requirement ought to be the means of stimulating dealers to make a better margin. If the farmer kicks now because of what he thinks undue profits we have the government's own figures to back us up.

The probability of the realization of large profits because of inability to ship and a bulge in the market was brought up, and Mr. Riley pointed out that in case the dealer finds himself with grain on his hands that will result in a larger profit than should be taken if a bulge occurs in the value he can guard against the charge of profiteering by selling the option, or by selling the cash grain for future delivery.

E. C. Eikenberry, Camden: The Food Administration has held in effect that stocks must be hedged if they are of any size. This takes care of the proposition.

## SHIPPING PERMITS.

Mr. Riley touched upon the question of shipping permits, saying that his organization has asked that certain modifications be made in the present system, as follows:

1.—By granting extensions of time when required.

2.—By making the time of the permit to begin to run the day the car is set for loading, and not the day the permit is received.

3.—By making permits interchangeable between stations on the same line of railroad.

Protest has not been made against the requiring of permits, he said, because it

is realized that the practice will not be abandoned at present, anyway, and because under existing conditions there must inevitably be a system of permits or there will be embargoes against congested markets, and the permit system is to be preferred to embargoes.

Fred Mayer, Toledo: At Indianapolis you have the same arrangement we have at Toledo; the shipper must apply to the station agent and the agent sends the application to the Control Board. Shippers do not like that because sometimes the agent fails to send in the application promptly. Then the permit does not arrive soon enough and demurrage accrues. I believe that some kind of a permit system is desirable, but do not believe that the present system is right. I suggest that a committee should be appointed to prepare resolutions on the matter.

Mr. Riley: We also have requested that the original plan, whereby the receiver applies for the permit, be reinstated.

A tentative resolution on the permit system was offered by H. W. Robinson, of Cleveland, and upon motion it was referred to a special committee consisting of the following men: Fred Mayer, Toledo, chairman; F. E. Watkins, Cleveland; E. E. McConnell, Buffalo; C. S. Custer, Cincinnati; E. T. Cusenbolder, Sidney; C. O. Barnhouse, Agosta; C. E. Groce, Circleville, and Chas. B. Riley.

The convention adjourned for luncheon.

## Afternoon Session.

The report of the special committee appointed at the morning session was read by Chairman Fred Mayer, and the following resolution was adopted:

## Protest Permit System.

BE IT RESOLVED. That we, the Ohio Grain Dealers Association, in session at Columbus, Ohio, this 22nd day of November, 1918, hereby enter a protest against the present permit system effecting the leading and natural grain markets of our state, since under the present plan these markets are discriminated against in favor of tributary and intermediate markets where permits are not required.

Recognizing that the permit system is necessary to accomplish the highest possible degree of service, we would recommend that the present plan be modified as follows:

That the railway agent telegraph the application for a permit over the public wire and that the permit granted be immediately telegraphed to said agent, thus to obviate the serious delay that now occurs by reason of the slowness of the mail service.

We also recommend that the present rule of permit expiring five days after its receipt be changed to read "five days after the car is placed for loading."

We recommend, also, that the applicant be allowed to use the same permit at any other of his stations on the same line of railroad.

We recommend, also, that if the former system of granting permits to receivers can be put into effect and properly safeguarded, that said plan be reinstated as it will result in our opinion, in a much quicker movement of grain and considerable less friction.

RESOLVED. That a copy of this Resolution be sent to A. H. Smith, Regional Director, U. S. Railroad Administration, and to H. D. Irwin, Grain Corporation, Philadelphia.

Pres. Eikenberry read a letter from former pres. Earl C. Bear, Hicksville, and a telegram from P. E. Goodrich, Winchester, Ind., pres. of the Grain Dealers' National Ass'n, in which each expressed his regret at his inability to attend the meeting.

Pres. Eikenberry introduced G. H. Wilkinson, a representative of the state food administration, who spoke on the work of that organization and pointed out the need for conservation of dairy products and fats during the coming year.



"As soon as possible," he said, "things will be turned back. Mr. Hoover himself has passed out the word that no effort whatever will be made to secure legislation to keep the Food Administration alive."

Passing from a consideration of conservation matters, Mr. Wilkinson launched upon the subject of marketing in general, saying he expected soon to become identified with the Buro of Markets and making the statement that the grain dealer should work out the problems of marketing so that they will become able to do it cheaper than any other agency. Most dealers, he admitted, have done this, and no other organization can compete with them, but he charged that some have had the wrong point of view and have felt that if they could take a cent or two away from the farmer it would result in their permanent benefit, a wrong impression as those dealers who do business on a high plane know.

Mr. Wilkinson spoke of having handled complaints received by the Food Administration from farmers who had purchased corn from dealers in distant stations, the corn arriving hot and out of condition. He asked for information on how to handle such cases. He closed his remarks by expressing the belief that marketing problems in the United States can best be solved by the men who are in each particular trade.

E. C. Eikenberry: I desire to point out to Mr. Wilkinson that not only does the grain dealer *do* his business, but that he does it *best*. The government has found itself wholly unable to handle grain in a better manner. No other business is conducted so economically, and the Buro of Markets itself has said that wheat is handled at less cost per unit between producer and consumer than any other similar commodity of food. How to handle the hot corn cases? *We had the machinery to handle such things before the Food Administration came into existence*, and after the Food Administration goes out of existence I presume that the machinery will become operative again. Let the farmer who needs corn buy it thru the grain dealer in his own community, and pay a cent or so for the dealer's service, and he will have no trouble. Whenever you try to educate a good farmer to become a grain dealer you spoil a good farmer and make a poor grain dealer.

Mr. Riley: In Indiana the Buro of Markets has recommended to county agents that when a farmer wants corn he should notify them and they will have it handled through the trade. They have learned that this is the best way. Many field men of the Buro have in the past endeavored to educate farmers to think that the dealer is a profiteer, but now, I am glad to say, we have little trouble of that kind in our state.

A Dealer: The state of Ohio and the Buro of Markets have been stirring up the hive and now the bees are buzzing in the farmer's head. The cent the farmer pays his local dealer for services rendered is his guarantee against loss. The sooner the government authorities get away from the idea they can eliminate cost between producer and consumer the better it will be for all. I will say to Mr. Wilkinson that instead of referring the farmer who wants to buy corn to a dealer in a producing section he should refer him to a dealer in his own town.

E. C. Eikenberry: The action of the men from the Buro of Markets in most

meetings of grain dealers has been styled by them a request that we co-operate with the farmers of our community. It should be termed promotion rather than co-operation as it is too one-sided. They do not go into farmers' meetings and say to them that they should co-operate with the grain dealers. I have heard Mr. Brand say that the grain dealer is an absolute necessity and that the service he performs is worth all its costs.

Grain dealers never will obtain what is coming to them until they assert themselves and show they are just as necessary in the economic scheme as is the farmer or the miller. The grain dealer, if he is worthy of the name, is a market specialist, and the government should show the farmer that it is his duty to co-operate with the grain dealer and not attempt to show him the dealer is unnecessary.

The Buro of Markets has done much good, but there are certain well defined lines along which its efforts should be directed, and other equally well defined lines that are pernicious.

A request was made by C. E. Groce that those present be invited to give a statement as to the cost of handling grain. This did not bring out much response, but Mr. Riley read a table prepared from reports he had received from dealers in Indiana giving the costs of operating several elevators, and arranged to show the average of cost for the houses represented. The table is given herewith:

House.	Value Elevator.	Cash Invested in Grain.	Bushels Handled.	Actual Expense Handling.	Expense per Bushel in c.	Shrinkage and Shortage.	Shortage per Bu. in c.	Total Cost per Bu. in c.
No. 1.....	\$ 20,000	\$ 15,000	153,000	\$ 5,869.00	3.82	\$ 1,109.00	.73	4.55
No. 2.....	17,000	10,000	133,000	5,231.00	3.99	890.00	.75	4.74
No. 3.....	30,000	10,000	208,306	10,112.00	4.85	1,639.00	.78	5.63
No. 4.....	12,000	10,000	100,000	3,670.00	3.68	2,500.00	2.50	6.18
No. 5.....	15,000	8,000	148,119	6,295.00	4.25	1,301.00	.90	5.28
No. 6.....	38,000	14,000	320,000	13,177.00	4.1	.....	.60	4.7
No. 7.....	23,000	13,197	148,550	6,730.00	4.50	2,344.00	2.08	7.80
No. 8.....	20,000	15,000	218,600	7,903.00	3.61	1,900.00	.90	4.5
No. 9.....	8,000	4,000	68,000	2,375.00	3.50	.....	.....	.....
No. 10.....	6,720	.....	93,764	5,073.00	5.41	.....	.....	.....
No. 11.....	15,000	10,000	171,693	4,426.00	4.00	.....	.....	.....
No. 12.....	15,000	8,000	182,000	7,880.00	4.33	.....	.....	.....
No. 13.....	9,500	2,000	47,145	2,618.00	5.55	157.00	.33	5.88
Total .....	\$229,220	\$119,197	1,992,177	\$81,359.00	55.59	\$11,840.00	9.57	49.23
Average..	\$ 17,630	\$ 9,849	153,013	\$ 6,257.00	4.27	\$ 1,453.00	1.05	5.47

No. 1. Does not include selling or overhead expense.

No. 2. Does not include selling or overhead expense.

No. 3. Is a combined report for two elevators handling grain only.

No. 4. Is probably an estimated report rather than a report taken from the owner's books.

No. 5. Is the report from a single elevator, and is presumed to represent all expenses.

No. 6. Is the report of three houses combined.

No. 7. Is the report of one house and if included \$1,800 as salary for owner, the expense would be 5 1/2 c.

No. 8. Is the report of one house.

No. 9. Figures not complete.

No. 10. Report of single elevator of line company, but not complete.

No. 11. Report of single elevator. Does not include any salary for owner.

No. 12. Is report of partnership elevator and includes salary of \$100 per month for each of two partners.

No. 13. Is report of one elevator from line company, which does not include selling or overhead expense. Owner reports that they have not handled a single car load of corn during period covered by this report. For the previous year, they handled 30,000 bushels of corn. If that amount of corn had been handled during the year covered by report, it would have cut the expense per bushel to about 3.4c. This house reports the smallest per bushel shortage, the amount being only 1/3 c, whereas other houses run about 3/4 c per bushel.

C. W. Pontius, Lewisburg, read the following recommendation which had been adopted at a meeting of the Governing Board held Thursday night:

## Increase in Dues Proposed.

The Governing Board recommends that the dues of the Ass'n be increased to \$10 per year, effective July 1, 1919, and that thereafter, so far as possible, the fiscal year of the Ass'n be July 1 to June 30, and that dues coming due prior to July 1, 1919, be prorated on the present \$5 basis for the unexpired part of the fiscal year.

After short discussion, the recommendation was unanimously adopted.

Reports on corn conditions were asked for, the following summary expressing the opinions of those who spoke:

E. T. Cusenbolder, Sidney: We have a good crop. Some imported seed did not mature, but on the whole it is good and is 90% of an ordinary crop.

C. E. Groce, Circleville: Corn of good quality, with 22% to 23% moisture, and a 75% crop.

John McDonald, Washington Court House: We have a half crop.

H. G. Pollock, Lima: In Paulding County there is an 80% crop. Little has been marketed. Van Wert County has a fair movement and also an 80% crop. We are getting 35 to 40 bus. where we expected 65 to 80 bus. per acre. The quality is above the average.

C. O. Barnhouse, Agosta: None to ship out, will have to ship in.

C. W. Pontius, Lewisburg: Have to ship in corn before the year is out.

## Expense Handling Grain.

N. G. Bennett, McComb: Have 75% crop, yield being 35 to 40 bus. per acre.

Fred Mayer: A recently published report said 89% of the wheat in Ohio has left farmers hands. Is that correct?

Few seemed to care to express an opinion on this matter, but it seemed to be the general idea that there is not 11% left in the state.

E. T. Cusenbolder: The Ass'n should take up the matter of a sliding scale of wheat prices instead of one price thru-out the year. It costs and is worth something to carry wheat, and whoever carries it from harvest to the time when it is needed for bread should have pay for the service. More wheat should be kept on the farms until it is needed, a grain reserve is just as necessary as a gold reserve.

E. C. Eikenberry: The sliding scale has been presented to the Food Administration, but it seems they do not want it. I hope that some rule to help hold wheat on the farms will be worked out for application on the next crop in order that remuneration for storage may be given.

Adjourn *sine die*.



**Convention Notes.**

H. F. Broome represented the Richardson Scale Co.

F. E. Watkins and H. W. Robinson represented Cleveland.

Cincinnati sent C. S. Custer, sec'y of the Grain & Hay Exchange, and Earl J. Kramer.

From Buffalo came E. E. McConnell, of the McConnell Grain Corporation; Milton Crowe; and H. H. Richardson, of Whitney & Gibson.

From Toledo came Wm. W. Cummings and Fred Mayer, of J. F. Zahm & Co.; Joe Doering, of Southworth & Co.; and John Wickenhiser, of John Wickenhiser & Co.

Ohio shippers present included: C. O. Barnhouse, Agosta; N. G. Bennett, McComb; Frank Bell, Lima; O. W. Baker; E. T. Cusenbender, Sidney; G. C. Cline, Ashville; J. W. Channel, Melvin;

H. C. Dehring, Curtice; E. C. Eikenberry, Camden; C. M. Eikenberry, Hamilton; A. L. Elliott, Stony Ridge; H. L. Frisinger, Rockford; C. E. Groce, Circleville; W. F. Gorman, Sabina; R. W. Graham, Liberty Center;

H. S. Heffner, W. F. Heffner and Wm. Heffner, Circleville; John McDonald, Washington Court House; J. H. Motz, Brice; P. V. Moody, London; W. W. Pollock, Lima; C. W. Pontius, Lewisburg; D. R. Risser, Vaughansville; E. J. Rife, Circleville; Harry E. Ropp, Sabina; J. B. Seymour, Kenton; M. A. Silver, West Jefferson; W. C. Schroeder, Cygnet; W. R. Tabbert, Rocky Ridge; Edgar Thierwechter and Emory Thierwechter, Oak Harbor; E. O. Teegardin, Duvall; E. E. Thomas, Alexandria.

**Nebraska Co-Operatives Meet.**

The annual meeting of the Nebraska Farmers Co-Operative Grain & Live Stock Ass'n at Omaha, Neb., Nov. 19 to 21 was turned into a double-barreled affair to expedite business. E. P. Hubbard presided at the manager's meeting and J. C. Harris at the directors' meeting.

Improved methods of bookkeeping were discussed by the directors, who voted to adopt plans now being worked out by Sec'y Shorthill. Assessments were discussed by the managers.

Among the speakers were Dr. Stanley L. Krebs of Philadelphia, Pa., on "Two Snakes in the Modern Business Mind"; Professor H. C. Filley of the Nebraska College of Agriculture on "Home Ground Flours," and the Congressman elect Albert W. Jefferis.

Officers elected for the ensuing year were: Pres. J. S. Canaday, Minden; vice pres., E. P. Hubbard, Juniata; directors, J. W. Shorthill, Omaha; W. H. Ahlschwede, Milford; and Eric Johnson, Roseland.

The entertainment included a banquet at the Hotel Rome Wednesday evening as the guests of the Omaha Grain Exchange; a visit to the stockyards and luncheons tendered by the Union Stock Yards Co. and the South Omaha Live Stock Exchange. W. B. Tagg, pres. of the live stock exchange addressed the members on the hog embargo, asking that they hold their light hogs. Toasts proposed by Mr. Tagg, were responded to by J. H. Bulla, J. S. Canaday, and Everett Buckingham.

More than 300 delegates were in attendance.

LAWFUL WEIGHTS per bushel, as follows, have been established in Canada by the Inspection and Sales Act: beans, 60 lbs.; blue grass seed, 14 lbs.; clover seed, 60 lbs.; hemp, 44 lbs.; timothy seed, 48 lbs.; and castor beans, 40 lbs.

**New Elevators at Genesee, Idaho.**

The sack system of handling grain in the Pacific Northwest is gradually being superseded by bulk handling and numbers of elevators are being constructed each season. Bulk handling, aside from the great saving in labor costs over the sack handling, makes it possible to clean and treat the grain, thus improving the grades and retaining the seeds and screenings to be ground into feed for local consumption.

The type of elevators being constructed varies greatly. In general they are of large capacity compared with Eastern standards for country elevators, that is from 50,000 bus. to 100,000 bus. capacity. Usually they have been constructed with few bins and inadequate provisions for handling and cleaning. This has been especially true as regards the concrete elevators. In order to keep the cost down, it was necessary to design them with few tanks or bins and with very limited space for cleaning machines.

Before elevator operators understood the best methods of handling grain and the necessity for complete cleaning and handling equipment, they made no objection to storage elevators, but experience and the further education derived from contact with salesmen of elevator machinery and equipment and the incoming of contractors and operators familiar with bulk handling and cleaning methods, resulted in a rapid change.

There are elevators in this region of 100,000 bus. capacity with only eight to ten bins, which means a loss in grades thru the mixing of several grades together. The varieties of grades of wheat are numerous compared with the grain in the states east of the Rockies, so it is all the more essential to have a number of bins, if loss on grades is to be avoided.

It also soon became evident that to clean all of the grain and to reduce the dockage to a minimum several cleaners of large capacity would be required, together with attrition mills for reducing screenings, and scourers or washers for the removal of smut. This equipment requires an adequate number of elevator legs with spouting system.

Several of the farmers unions and co-operative elevator companies have discovered that while the first cost of such equipment is large, still they show a profit over the old methods. From now on it seems assured that elevators with adequate equipment and increased number of bins, to properly handle the grain,

will largely be built. The capacity of the elevators will continue to be large, until such time as the growers provide farm granaries and the roads are improved so that grain can be hauled during late fall, winter and early spring months.

An example of the highly developed type of elevator is to be found in the recently completed 100,000-bu. elevator of the Genesee Farmers Union Warehouse Co., at Genesee, Idaho. It was at first intended that this elevator should be built in reinforced concrete but the large number of bins and the great amount of floor space with overhead bins made the cost run at least 50% over that in wood, so that under existing material conditions, it was deemed best not to make the additional investment.

There are 41 bins in this house, which is shown in the engraving, 29 bins being overhead, 12 deep bins on either side of the work floors reach to the foundations. All bins have hopper bottoms. There are a number of small service bins for handling individual loads of grain to be cleaned or ground. These service bins are spouted to the large cleaner and the attrition mill. The work floor space is thru the center of the elevator, two stories in height, and affords ample space for the machines and scales, also space for future installations. Connection is made to the sack warehouse under two of the side bins. Thru this passage sacked grain may be trucked to the elevator pits. Both stories of the work floor are well lighted by large windows at both ends.

There are five stands of elevator legs. Two lofters legs take the grain from the wagon dump sink which is made double. There is also a short loft leg, elevating grain to the small service bins, so that individual loads may be cleaned or ground into feed and returned to the wagons in the driveway without interfering with other operations. Each loft leg has a capacity of 2200 bu. per hour. On the track side of the elevator is a loft leg used for both shipping and cleaning purposes, also a short leg for handling the screenings from the cleaners that are to be ground or sacked. Beside the double front pit there are five other pits drawing to the legs, one of these pits being on the track side for unloading car loads of grain to the house. The double pits are provided with a system of gates, allowing grain to be drawn to either of the two legs. All gate stems are provided with a locking device which



New 60,000-Bu. Elevator of Farmers Union Warehouse Co., at Genesee, Ida. [See facing page.]



holds the gates at any height and can be instantly released by a foot lever.

Gerber Improved Double Distributors are used to spout the grain from the two receiving lofter legs. These distributors together with a sub-distributor of the ordinary swing type reach 31 bins, independently or simultaneously from the two receiving lofter legs. All distributors are set by means of indicators and controls on the work floor. In order to prevent the bins from overflowing and causing choke-ups there is to be installed the new electric bin alarm which was recently perfected by the designers of this elevator. This device gives warning by means of a large bell on the first floor when the grain has reached a predetermined height in the bin, the bin affected is indicated by an annunciator. The remaining 10 bins are on the track side and are used ordinarily for clean grain and as shipping bins, these are reached by the third lofter leg.

The cleaning equipment consists of a No. 9B Monitor Separator, located on the upper floor. Grain can be drawn from 19 bins to this cleaner, due to the arrangement and height of the bins above the floor. Clean grain can be routed from the cleaner to any bin in the house. When separating wheat from oats, the tailings containing oats and wheat are spouted direct to a Number 548 Richardson Oat and Wheat Separator, located on the first floor underneath the Monitor Separator. The separated oats may be elevated to a bin above the attrition mill or sacked. Space for the attrition mill is located on upper floor, so that the feed may be sacked on the first floor.

Removing smut from wheat is a serious problem. This is successfully accomplished in the Genesee elevator by a Wolf-Dawson Wheat Washer and Drier. The smutty wheat is first run thru the Monitor to take out the smut balls and the free dust after which it is put in a bin and from there drawn to the washer. A minimum of water is used in this process and moving grain is subjected to intense agitation and a powerful blast of air. The free water is removed by centrifugal force and the air blast removes the surplus moisture so that, in general, the washed wheat may be stored without further drying or working. The smut is removed from the crease and the

beard without injury to the berry.

A valuable part of the elevator equipment is the dust collection system. This consists of a motor driven fan with a system of suction pipes connected to the receiving heads and boots and to the automatic scale housing. The dustless condition of the elevator when in operation is remarkable. This system is especially valuable in handling smutty wheat. The suction pipe discharges to a collector outside the elevator over a dust house. The collector for the Monitor machine is also here. This dust system with the collectors was furnished by the Day Co.

Grain received in wagons is weighed in over a 15-ton Fairbanks Wagon Scale, located in an outside office inclosing the beam with an extension over the scale itself. This scale serves also for the sacked grain going to the warehouse. The increasing use of auto trucks for hauling grain makes it inadvisable to combine the dumping platform with the scales. The question of dumping the trucks is a difficult one on account of the great difference in size, weight and overhang. It is a question if it is practical to attempt to dump the larger trucks by a tilting platform. It was decided at Genesee to build the platform to dump the wagons only, but strong enough to carry the heaviest truck that might be used, and to unload the truck tanks thru gates in the rear or bottom, where the tanks are not self dumping.

Grain shipped is weighed out over a Richardson Automatic Type-registering Scale with the automatic compensating feature. The scale is inclosed, with hinged panels to provide access to the scale itself. The dust suction system is connected to the housing, as a result the scale is very nearly dustless in operation. A 200-bu. Richardson Hopper Scale is also provided for weighing individual loads of cleaned grain, direct from the cleaner, and for weighing the screenings. It is located on the first floor directly under the Monitor Separator.

The whole arrangement of distributors, spouts, pits, and machines admits of the greatest flexibility in routing the grain thru the elevator, and the house is so conveniently arranged, with motor and distributor controls grouped on the first floor, and with all machinery quickly ac-

cessible, that it is being operated by two men. A safety manlift renders the cleaner floor and cupola easily accessible.

Power is furnished by G. E. Motors, equipped with starting compensators and overload relay coils of the latest type. All compensators are located on the first floor. The elevator legs are driven independently at the heads. Head shafts are fitted with back stops, which prevent the loaded belt from moving backward in case the power goes off. Thus chokes and loss of time in starting are avoided. The transmission machinery was furnished by the Strong-Scott Manufacturing Co.

The concrete pits have a depth of 14 ft. below the ground level. Water was encountered at a depth of 5 ft. below the surface, this made the excavation, placing of concrete and the application of the water-proofing membrane a difficult problem. However this was successfully accomplished, making the pits perfectly dry. The foundation is a heavy reinforced concrete slab under the side bins. Altho the elevator has had continued full loading, no settlement has taken place.

The second elevator shown in the engraving herewith built for the Genesee Farmers Union Warehouse Co. was designed to give additional storage and unloading facilities at the existing 30,000-bu. elevator which the company had been operating for several years. This new elevator has a capacity of 60,000 bus., and is divided into 21 bins all overhead. The first floor is continuous with the sack warehouse and the old elevator.

The single lofter leg is motor driven at the head. The arrangement of the spouts permits the transfer of grain from one elevator to the other. The grain is transferred from the dump sink to the leg by a belt conveyor, also a belt conveyor replaced a spiral conveyor from the wagon pit in the old elevator. This plant was designed and constructed by the Hickok Construction Co.

SALES OF COTTON on the New York and New Orleans Cotton Exchanges for future delivery were prohibited Nov. 13 by the cotton distribution committee of the War Industries Board, except on hedging transactions.



Driveway Side and Track Side of 100,000-Bu. Elevator of Farmers Union Warehouse Co., at Genesee, Ida. [See facing page.]



## Objects to Governmental Interference.

If all millers, grain and seed dealers would send a vigorous protest to their representatives in Congress some relief might soon be obtained from the arbitrary rule or rule regulation under which they are struggling. The war is over, and loyal citizens are entitled to be relieved of all unnecessary interference with their business.

One champion of fair play, who has a well established reputation thruout the southwest for dealing justly, has written his representative in Congress as follows:

Howe, Tex., 11-11-1918.  
The Hon. Sam H. Rayburn,  
Member of Congress,  
Washington, D. C.

Dear Sir—We understand that the Armistice has been signed, and that the war is over; all of which we trust is true.

It has also been our understanding that the Food and Feed regulation laws were enacted for the duration of the war. We are very sure they have been quite burdensome, and have regulated a number of concerns out of business.

We are not making any complaint whatever about anything that was necessary to win the war, but do believe that business ought to be restored to pre-war conditions at the earliest possible moment, and none of the laws, or any further laws of that kind re-enacted.

Our country has contributed very liberally, not only in man power, but in money and all kinds of supplies for the Allies.

Granting that going into the war when we did we received valuable help from the Allies in crushing the Central Powers of Europe, and avoiding a war that might have followed between the U. S. and the Central Powers, we feel at the same time that our help saved the Allies, and probably all the nations on earth from the domination of the Central Powers.

We incline, therefore, to the idea they are at least under as many obligations to us as we are to them.

We do think the best thing for the whole world would be for the U. S. to be the richest and the most influential nation. Our influence under our present administration, and in fact always has been, the best for the world, and we incline strongly to the opinion that all of the trade restrictions imposed during the war should be removed. Let our people, who have been heavily taxed, get all they can legitimately

for what they have to sell, in competition with all the world. So far as the destitute people of other nations are concerned, our country has never failed to respond liberally and doubtless will again respond voluntarily.

We think competition will do all the regulating that is necessary, and that pre-war laws will be sufficient for the legal features. Germany and her allies should be loaded with indemnities big enough to hold them down long enough for the super-man ideas to be thoroughly sweated out.

We do not mean to convey the idea that dealers in this country ought to hold up or rob the rest of the world, but we feel that our opportunities in legitimate business should not be restricted.

We do not believe that if the situation was reversed that any other nation would feel under any obligations to deprive their citizens of a fair profit in order to come to our relief.

One of the biggest burdens of our business has been in making reports to the different departments, and being forced sometimes to sell at a great loss in order to comply with the regulations, and being prevented at other times from getting profits, which would have covered some of our losses, in order to comply with other regulations.—Yours truly, The J. A. Hughes Grain Co., by J. A. Hughes, Manager.

THE NEW YORK COFFEE EXCHANGE was closed at noon Nov. 9, after liquidation of contracts enforced by the Food Administration. It is said the exchange will be reopened Dec. 1.

## Wasteful Use of Dead Lists.

It is evident that some receivers are employing slackers in their list departments who persist in wasting postage on old lists that are never checked up. Word reaches us from Primghar, Ia., to the effect that bids and market information is still reaching that office addressed to J. A. Rudloff & Son, who sold out years ago, also to D. C. Peck who sold out last year.

Other firms are sending information to the Primghar Lumber Co., a concern which never did buy grain at that station. Such waste is very expensive and it serves greatly to emphasize the unwillingness of receivers to utilize the information regarding changes, which are published in the trade journals.

## Trade Acceptances of the Country Dealer.

Officers of elevator companies held a conference with the executive council of the North Dakota Bankers Ass'n at Fargo recently to consider what could be done to provide funds for the financing of the crop movement at the present high prices, and the refusal of the Federal Food Administration to make advances on Bs/L.

The joint com'te on finance, after the meeting, reported:

In our judgment all the financial assistance needed can be obtained by the intelligent and comprehensive co-operation in the issuance and handling of either bank or trade acceptances. The issuance of bank acceptances may not be entirely feasible under the present state laws, which should be amended to meet the present situation, but the issuance and negotiation of trade acceptances where all parties interested in negotiating the same have a good credit rating may readily be accomplished.

The plan recommended in financing the local or line elevator contemplates the drawing of a trade acceptance on the elevator company by the farmer, payable in 30 or 60 days, which when accepted by the elevator company can be discounted by a local bank and passed along by this bank, if desired, to its correspondent in Fargo, Grand Forks, Minot, Bismarck, or other central state points, or to Duluth, the Twin Cities or the federal reserve bank. When grain accumulates in the local or independent elevator and financial aid is needed to pay for the grain, which for lack of cars cannot be shipped promptly, a trade acceptance can be drawn by the elevator company on its commission firm or broker at the terminal point.

MISSOURI property owners, owe it to themselves to improve the fire-fighting facilities of the state, and thereby reduce the losses which are out of all proportion to the losses in other states. A reducing of fire hazards and the provision of modern equipment for extinguishing fires, will result in a prompt reduction of the cost of insurance in mutual companies.

## Government Control.

JUST HOW the thousands of messages the hog embargo system will develop can be sent over the wires daily is a problem to be worked out.—*Chicago Herald.*

THE U. S. FUEL ADMINISTRATOR is out with a circular claiming that his wonderful zone system has saved 160,000,000 car miles during the coal year in the distribution of bituminous coal. He does not tell how many buildings have been burned thru the enforced use of lignite.

IT IS REPORTED that the President will ask congress to turn over the entire control of the distribution of all food and feedstuffs to the Sec'y of Agriculture. If this is done, there is no doubt but what politicians will insist upon having a voice in the make-up of the army of appointees that will be necessary in the handling of our food and feedstuffs. If this is done, further comment is unnecessary, as you can foretell the result.—E. J. Smiley, sec'y Kansas Grain Dealers Ass'n.

THE PRESENT SHORTAGE of sugar in the United States is to a large extent artificial. So far this season, about 6,000,000 bags of beet sugar have been manufactured and only about 1,500,000 bags have been sold. The balance is held in storage. As the sugar companies are anxious to sell the sugar and the public is anxious to buy it, it is very difficult to understand why the food administration does not authorize its sale and distribution.—Edward S. Van Tracy, director of several sugar corporations.



Three Legs in New Elevator of Farmers Union Warehouse Co., at Genesee, Ida. [See facing pages 802-803.]



## Grain Buying as Salesmanship.

BY A DEALER.

When the country grain dealer purchases grain from a farmer he is exercising the attributes of a salesman, and he acts as a salesman rather than as a buyer. Paradoxical as that statement may sound at first, it is found to be in strict keeping with the facts when we remember that the transaction is really a purchase and sale of Service, the dealer selling service and the farmer buying it. The grain and the money which enter into the reckoning are but the reasons why the Service changes hands and are, in themselves, only essential in the degree to which they become necessary elements in the economic principles involved.

The farmer, however he may look at the matter, is performing a task for humanity when he assists Nature to produce the crop. The dealer's part is in acting as one highly specialized link in the chain connecting producer and consumer. Therein lies his position in the economic scheme. Since he is selling service, and as the profit which he receives constitutes the compensation awarded him by society, it can easily be seen that he must make his product as nearly perfect as may be and that he must turn out and sell as much of it as possible. Insofar as that is true he is laboring as any other manufacturer.

No attempt will be made to take up the problems which enter solely into the "manufacturing" phase of the matter, though the two are at many points inseparable, and it may be fairly stated that a thing well made is half sold.

Whether a business man's output consists of shoes or service the same prime requisites of salesmanship must be kept ever in mind. Moreover, the farmer usually decides within his own mind the time at which he will sell his grain, and to a great extent it is equally true that he has determined before the event something as to which of the men available will be awarded the patronage. It, therefore, becomes a part of the elevator man's duty to practice those principles which will have the effect of creating in the mind of all farmers who may possibly deliver grain at his station a feeling that he is the one who most merits favorable consideration when the time actually comes for hauling the crop.

The price offered for the grain is of great importance, but it is always to be believed that the country elevator man is offering as much as is consistent with the state of the market, coupled with a minimum handling cost, reasonable profit, and good business methods. That being true, his price is as high as he can make it and he has done all within his power along that line. If, furthermore, he is paying a price equal to that being offered by his competitor there remains no stumbling block to which can be given the label "price."

THE ELEMENTS of salesmanship (as well as of the Service itself) include: Knowledge of the goods; plain speaking; truthfulness; dependability; personality. Weights must be accurate, the location a convenient one, there must be promptness in weighing, dumping and settling for the load.

We must not forget that the thing for which society is paying us is Service; and whenever we or our elevator fail to render service commensurate with the toll which we take, we, or it, cease to be of value to the community, and if we

continue to exact our toll we are no better than leeches.

To make the service of value we must have worth while, dependable, complete knowledge of the goods. This does not mean that we must each be a "know it all," but that we must understand not only the grains which we are called upon to handle in sufficient thoroughness to enable us to classify, condition and grade them correctly and efficiently, but we must also understand the character of the service which we *should* be rendering to humanity as well as the character of the service which we *do* actually render.

We must speak plainly, explaining to the men who deal with us those things which are vital to the well being of all. We must be truthful, neither telling a direct lie, nor misrepresenting the truth so that it takes on the nature of a lie. We must be dependable, doing always what we have promised to do at the time when we have promised to perform the task. Our personality must be such as to give men pleasure in doing business with us.

Having determined upon the desirable qualities of a successful salesman, it remains to adopt them in the way which will cause one to follow those principles instinctively, as it were. The man with a pleasing personality does not consciously exert himself to agreeableness toward those with whom he deals: he is agreeable always, to everyone. It is habitual and wells up within him without conscious thought having been directed toward its desirability. Yet, for those who do not possess this qualification it is necessary that it be cultivated until it becomes a part of one.

Human nature is pretty much the same wherever it be found, but that does not mean that there are not many types among us. We may feel that one with whom we may possibly do business is of a type which does not come up to our opinion of the ideal, but what of that? We cannot wholly make over our fellow men, but we can, and should, act toward all men in a manner which will prove our own sincerity of purpose, our own consuming desire to render full value at all times, and our own willingness to meet all men on an equal footing, and to give and demand a square deal always and in all places.

SERVICE IS NOT CHARITY: No one should conclude that, because it is service which is sold, there is anything charitable about the matter. True service does not require that something be given and nothing received in return. The grain dealer's service is multifarious in its ramifications, and it will seem at times that some portions of it bring nothing back, but his place is to fulfill a mission so much larger than himself that he cannot possibly see it all in its true perspective. The very principles of economics demand that no man shall labor without pay, and likewise, that he who does not work shall not eat. Not every one must dig ditches; not all can till the soil; but someplace there is a niche into which we will fit, and having found it in the grain business it is our duty so to conduct and improve our own particular corner in the vast structure of grain merchandising that men will know of us and be pleased to come to us.

Study your own needs, until you know them perfectly; remove those unhealthy features which exist; strive constantly to take on new and better tissue; build up your own self and your own business,

but not at the expense of the other fellow. When you have thoroughly mastered your own affairs learn the things with which your neighbor must strive: Help him, for by so doing you yourself will grow.

Be genial to the farmer and to every one else; cultivate a truthful, dependable, pleasing personality; systematize and otherwise improve all portions of your business so that mere detail work will not detract from the rendition of that service which will round out the whole and bring in two loads of grain where but one came before.

## Application of Average Agreement.

A ruling on the application of the average agreement under the uniform demurrage rule has been obtained from the Interstate Commerce Com'n by Charles Rippin, traffic commissioner of the St. Louis Merchants Exchange.

Rulings 409, 463 and 467 are qualified by the new ruling, and as the matter now stands no average agreement made under the uniform demurrage rules may properly combine in one account cars of more than one consignee, but an exception is made in the case of public elevators, warehouses and cotton compresses so far as it applies to cars consigned to or handled by the industry and so long as the elevator, warehouse or compress is held strictly responsible to the carrier for the detention of cars and for any demurrage that results from such detention.

Public elevators thus are permitted to receive grain consigned to various consignees and to combine all the cars in one average agreement.

## A New Firm at Pittsburgh.

Roy V. Harper, whose portrait is reproduced herewith, and who has for some years been connected with J. W. Smith & Co., of Pittsburgh, Pa., recently announced his voluntary withdrawal from that partnership, and on Nov. 1 he opened offices in Pittsburgh for the conduct of a grain receiving and shipping business under the name of the Harper Grain Co.

Mr. Harper will retain his interest in the Exchange Elevator Co., which owns and operates the Exchange Elevator, and he will continue as sec'y of the company.



Roy V. Harper, Pittsburgh, Pa.



## Seeds

A SEED WAREHOUSE is being erected at Chatham, Ont., by the Wm. Rennie Seed Co., of Toronto.—B.

CLEVELAND, O.—The A. C. Kendel Co., dealer in seeds, has erected a fireproof 4-story building to replace its old home.

MEDIA, ILL.—The E. G. Lewis Seed Co. is remodeling a 2-story building, 40x80 ft., into an office and field seed department.

DAN H. HARDING of Henderson, Ky., has recovered judgment for \$1,250 damages against the J. A. Everett Seed Co., for wrongful refusal of a carload of seed corn shipped on contract.

DALLAS, TEX.—Retail seed dealers of this city have organized the Dallas Retail Seed Dealers Ass'n, the purpose being to prevent unscrupulous seed dealers from misrepresenting inferior seeds and for other mutual benefits.

FIRST LIEUTENANT Gordon Boyd, Company B, 120th Infantry, has been killed in action. He was well known in Chicago, where he had been engaged in journalistic work, and was a stepson of Charles Dickinson of the Albert Dickinson Co.

FERGUS FALLS, MINN.—Outside of some late flax damaged by frost, the crop this year yielded above the average in Minnesota, being 10.4 bus., compared with 9 bus. last year. The total production is 2,423,000 bus. as against 1,980,000 bus. last year. The quality is 93.—Buro of Crop Estimates.

MILWAUKEE, WIS.—Miss Edith Courteen, daughter of Sidney G. Courteen, pres. of the Courteen Seed Co., has left for Washington to enter government service. Her brother, Herbert, was recently promoted to captain of coast artillery and is stationed at Fortress Monroe, Va., as instructor.

TORONTO, ONT.—The reserve stock of 1918 red clover was practically used in the last season's seeding. This leaves the seed houses with little or no reserve, while the present crop promises to fall far short of the average needs. To some extent alsike, which was a fair crop, sweet clover and alfalfa seed will be substitutes.—B.

FERGUS FALLS, MINN.—The production of clover seed in Minnesota is only half of the amount produced last year. The cause of this shortage was an exceptionally hard winter coupled with drouth over much of the seed producing area. The yield is only 1.1 bus. compared with 2.2 last year, the latter figures being also the seven year average.—Buro of Crop Estimates.

FREE DISTRIBUTION of superior sorts of grain will be made by the Dominion Experimental farms during the coming winter and spring to Canadian farmers. The samples for distribution will consist of spring wheat (about five pounds), white oats (about four pounds), barley (five pounds), and field peas (five pounds). These will be sent out, free, by mail, from the Central Experimental Farm, Ottawa, by the Dominion Cerealists, who will furnish the necessary application forms. Only one sample will be sent to each applicant.—B.

CANADA'S surplus fibre flaxseed has been commandeered. The order-in-council intimates that it is needed for growing fibre flax in Great Britain and Ireland. The amount commandeered is "over and

above such quantities as will be needed to seed an area for each mill in 1919 equal to the area seeded in 1918." The Agricultural Department will hold itself ready to supply from the commandeered seed any extra seed that may be needed by actual growers, on their demonstration conclusively that they have the equipment and suitable facilities for using the seed to advantage.—B.

FARIBAULT, MINN.—The Farmer Seed & Nursery Co. has completed extensive improvements on its plant. An entire story has been added, giving an additional floor space of 740 square ft. New cleaning machinery, automatic scales and electric elevators are among the improvements. Special equipment for the curing of seed corn, in which the company specializes, has also been installed. A spacious new office now occupies the entire second floor. In addition to the improvements at the main plant, the company have erected a down town seed store at the corner of First Avenue and 4th Street, to care for the seed trade exclusively.

MUCH of the winter wheat which is being sent to the Colorado Seed Laboratory for test is showing a low germination percentage, according to Dr. W. W. Robbins, in charge of the laboratory. For example, the following is the germination percentage of the last 20 samples of winter wheat submitted to the laboratory: 72, 41, 36, 80, 30, 41, 78, 79, 85, 99, 57, 86, 71, 62, 66, 72, 62, 89, 75, and 94. These are representative of the wheat coming in for test. Not only is the germination low, but the gains are slow in sprouting. First-class wheat should germinate 95 per cent or better. So far, it has been impossible to discover the causes for this low germination. But, the condition makes it very clear that winter wheat this season should be tested before planting.

### From the Seed Trade.

SPRINGFIELD, O.—Clover seed is not yielding as well as expected, and some hulling remains to be done. That which

has been in the field since it was cut has shattered badly and in a few fields it yields only  $\frac{1}{2}$  to 1 bu. per acre.—W. E. Tuttle & Co., T. A. Paine.

HEALY, KAN.—Have a good crop of cane seed and some millet. We will handle cane and millet seed this season.—Sharp Grain Co.

ST. PAUL, MINN., Nov. 15.—No large amount of medium red, mammoth, alsike clover or timothy seed was carried over by the dealers in this section, and 1918 crop was light owing to the drought. We do not look for as large acreage in 1919 as we had in 1917 and 1918 on account of the high price of seed.—Jameison, Hevener Co.

VIKSBURG, MISS., Nov. 17.—Recent trips in the lespedeza seed growing sections of Louisiana, together with Alabama, indicated a normal yield of this seed. It is our opinion that due to the extreme high prices of last year, together with the farmer's attitude towards high prices again, there will be some seed sold at much higher prices than what will be sold in the latter part of this season. We regard the yield as normal compared with a five years average. The quality of seed is extremely good.—Feld Bros. & Co.

TOLEDO, O.—Future prices depend on the ability of the world, which is now free to trade, to absorb the accumulations of old and new stocks. They have been in the show windows, particularly here, for a long time, but with a good chance of going into consumption the coming spring. Red clover is absolutely sort and high values assured. Alsike can't make much, if any, better showing. The world's war produced a shortage of seeds of all kinds, and will take some time to bring conditions back to normal.—J. F. Zahm & Co.

TOLEDO, O.—Clover seed has been subject to wide fluctuations this week. The signing of the armistice made shorts uneasy, and as offerings were light prices advanced sharply to new high levels. There is much talk of \$30.00 clover, but at the present extreme level prices will

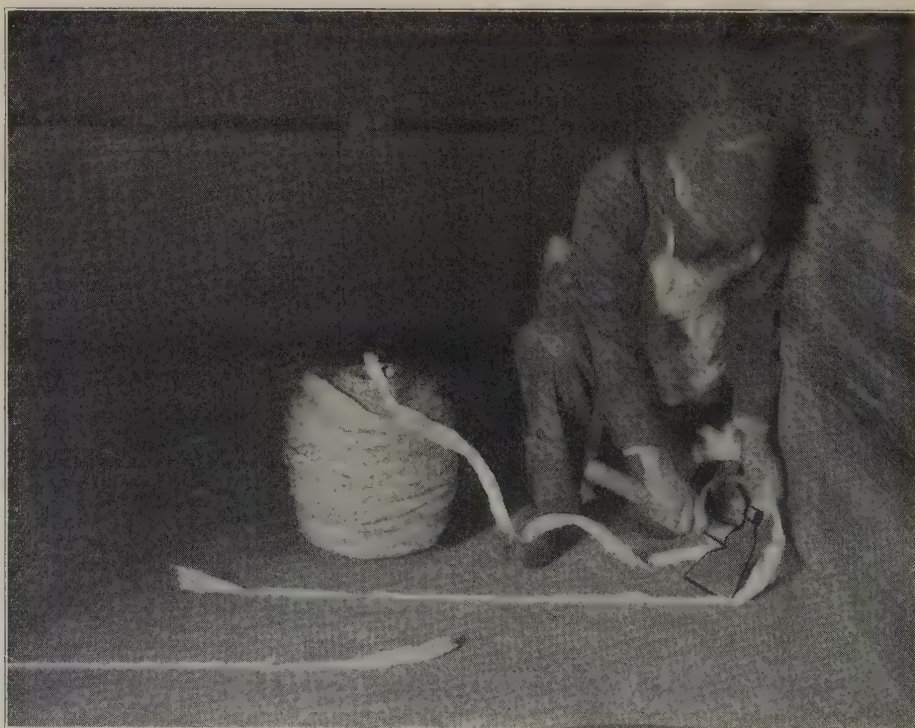


Fig. 2.—Calk all Cracks in Floors Between Boards with Calking Paper. [See facing page.]



be subject to wide fluctuations. While we are led to believe that there has been considerable clover worked for export, a seaboard house which is in close touch with the foreign situation says they cannot see why clover prices should advance materially with the coming of peace.—Southworth & Co.

LOUISVILLE, KY., Nov. 14.—Reports are very conflicting in regard to the crop of blue grass, but recently there has been a substantial advance in the article and the market today seems to be very firm. Our opinion is that both the crop of clover and alsike are short and that higher prices will be maintained thruout the season. The crop of new timothy is a short one, but there was a very heavy carry over. Alfalfa crop is normal in our judgment. We really expect to see higher prices on timothy, but are not anticipating any great change in price of alfalfa unless Peace conditions should affect the article. The crop of orchard grass is practically little or nothing. Heavy sales have been made and no seed left in the hands of the growers and very little in the hands of the dealers here. The present value of the best quality today is about \$3.75 per bushel, with indications pointing toward higher prices.—Hardin, Hamilton & Lewman.

## Coopering Cars to Prevent Leakage.

The country grain shipper daily entrusts grain of great value to the rather doubtful safety of box cars for transportation over lines of railways for varying distances, which frequently reach into several hundreds of miles and occasionally thousands of miles. In view of the physical difficulties connected with the safe housing of grain, even in stationary granaries or storage bins, and considering the utter lack of thought and care given to the important matter of coopering by so many country elevator operators it really is not surprising that such a large percentage of cars are reported as leaking at terminal markets.

Undoubtedly much of the improper coopering is due to a lack of information as to the correct methods for doing the work on the part of the laborers who are expected to do it at country stations, and now that grain is so much more valuable than it used to be, with claims more difficult of collection, and skilled labor so scarce that in many sections it is almost impossible to obtain competent laborers it becomes the duty of the grain dealer to familiarize himself with the most up-to-date and the simplest methods of car coopering in order that he may properly instruct the laborers who are available to the end that the quantity of grain that will be lost from cars will be reduced to a minimum. In leaks, as in all other things, a preventive is much to be preferred to compensation.

The first step in any system of car coopering is the inspection of the car itself. If its condition is such that it cannot be made grain tight by the proper use of cooperage material it should not be loaded. There should be no evasion of this point. Either the car is suitable for grain loading or it is not.

When the car has been accepted it should be thoroughly cleaned, and if it is found during the cleaning process that a previous load has left some objectionable material or odor that cannot be removed by the means usually at hand it still is not too late to refuse to load the car.

There are 4 principal points which should be considered in the work of coopering a car. These are: Door openings, both sides and ends; linings; floors, and sheathing. Each of these points will be found to have one or many sub-divisions, according to the condition of the particular car with which one may be dealing.

Inside linings, upon thoro examination, will usually show cracks, missing boards and similar defects that must be corrected, for it is the province of the inside lining to prevent the grain from pressing against the outer sheathing, and if the lining itself is full of holes it can not be expected to

do its work. Linings should be repaired wherever necessary by the liberal use of boards and grain doors.

Holes in floors, caused either by broken boards, cracks, or the failure of short boards to make tight joints at the sides of the car, should be repaired. The photographs which are reproduced herewith show a workman using Schmitz Calking Paper in overcoming floor defects. In Fig. 1 he has already placed a rectangle of calking paper around a weakened floor board, preparatory to placing over it a board that will give it sufficient strength to withstand the weight of the grain. In this figure he is shown also in the act of pressing the calking paper into a hole caused by short floor boards. Figure 2 shows him calking cracks between floor boards. Especially should the operator be enjoined to look for cracks at end of the car between the end sill and the last floor board and at the junction of side posts and braces with the floor.

Having covered and otherwise patched all places in lining and floor, the next step is the covering of door openings. For this purpose boards or grain doors will be used, but before they are applied the door posts should be placed in condition so that the doors will fit snugly against them. This will probably require the pulling of nails left from a former coopering, and it may require almost anything else that can be imagined. Certainly each door post should have calking paper or a paper pad applied to it before the door is placed in position. This point is vital and should not be overlooked. Again, calking paper or paper pads should be applied to the crack at the floor between the floor itself and the lower door section, and between the door sections themselves. First put pads on the posts, then a pad on the floor; then put up the first door section. Next put a pad on top of the first door section; and put up another door.

And there is no excuse for using nails larger than 16d's in nailing the door sections in place. Railroad spikes will not hold the doors better than 16's, and anyone who has had experience knows that even 16's are difficult to pull out.

Grain doors should be reinforced by placing over those first applied a second set in a manner that will break joints. This not only strengthens the entire coopering, but it makes it impossible for a weak door to spring past a stronger neighbor and thus make a crack thru which much valuable grain may escape. Nail reinforcement doors along top edge only.

End doors should be treated in the same manner as side doors.

After the car is completely enclosed it should be lined with burlap or paper if either is available. For this purpose especially formed car liners are highly desirable.

When the inside of the car is ready for loading the outside sheathing should be nailed to sills before the grain is placed into the car. After the car is loaded it should be thoroly examined to be certain that it is grain tight and that the doors have been properly installed and sufficiently braced.

The height to which grain doors should be applied at the door openings is determined by the height to which the grain must be loaded. Formerly carriers were satisfied when cars were loaded within 30 inches of the roof; war emergency raised this line, but the defeat of the Kaiser shud lower it to the agreed 30 inches.

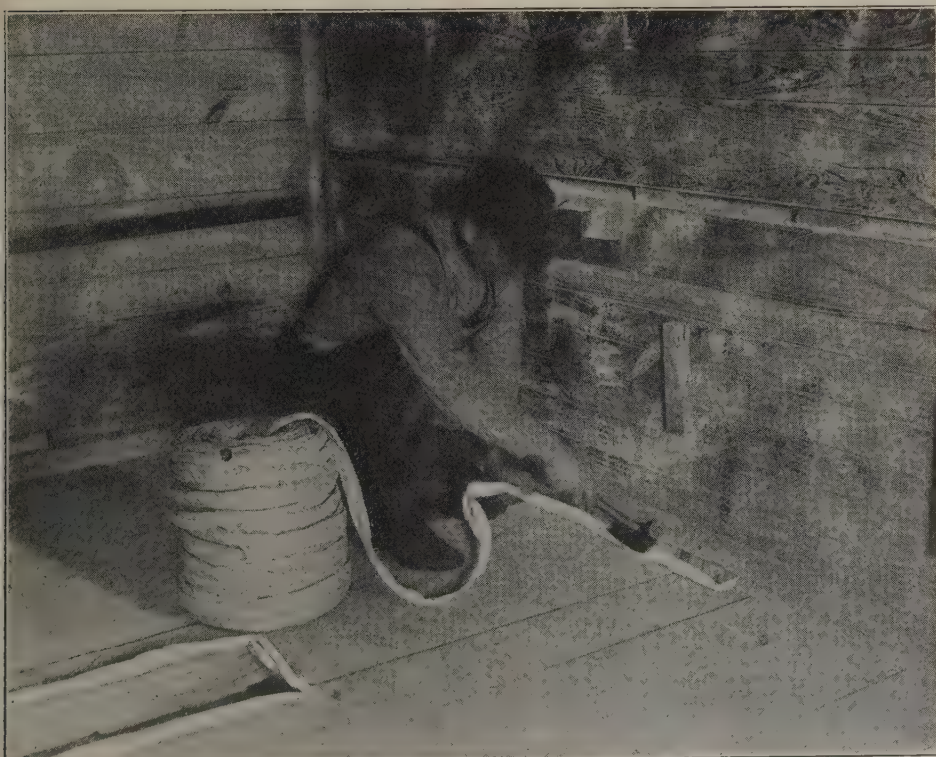


Fig. 1.—Calk Cracks, Caused by Short Floor Boards, with Schmitz Calking Paper.

RECEIPTS of screenings at Winnipeg totaled 61,000 bus. in October.



# Grain Trade News

## ARKANSAS

Little Rock, Ark.—August Probst was recently elected sec'y of the Little Rock Grain Exchange.

Pine Bluff, Ark.—W. W. Richmond, former agt. for the Missouri Pacific, Rock Island and Cotton Belt Railroads at Little Rock, is now sales mgr. for the Westbrook Grain & Milling Co.

Little Rock, Ark.—Offices have been opened here by Holley & Boner, who have been admitted to membership in the Grain Exchange. The firm conducts a wholesale and brokerage business.

Leachville, Ark.—W. C. Charles, of the firm of Geo. J. Schulte & Co., St. Louis, Mo., is planning to erect a grain storehouse here. Messrs. Charles and Schulte have been contemplating the building or purchasing of a small elvtr., but it is probable that no arrangement will be completed this year.

## CALIFORNIA

Los Angeles, Cal.—The Sperry Flour Co. has purchased property adjoining its present plant and will erect an elvtr. and enlarge its warehouse facilities.

## CANADA

Saskatoon, Sask.—C. J. Murphy has bot the elvtr. of the Export Elvtr. Co.

Togo, Sask.—The Pacific Grain Co. is building a \$5,000 frame and concrete elvtr.—B.

Yorkton, Sask.—The Bawlf Grain Co., Ltd., has purchased the elvtr. of J. B. Gibson.—B.

Kingston, Ont.—Jas. Richardson & Sons are planning the erection of a concrete warehouse.

Abbey, Sask.—The elvtr. of the Alberta Pacific Elvtr. Co. was destroyed by fire recently.—B.

Lethbridge, Alta.—The Felger Farming Co., Ltd., has sold its elvtr. to the Taylor Mfg. & Elvtr. Co.

Rouleau, Sask.—The Malden Elvtr. Co. Ltd., capitalized at \$50,000, has been granted a Saskatchewan charter.

La Fleche, Sask.—The Benson-Stabeck Co. has bot the elvtr. of the La Fleche McLaval Farmers Elvtr. Co.

Dauphin, Man.—The Great West Grain Co. has just completed the erection of a 40,000-bu. elvtr. at this place.

Toronto, Ont.—The Chisholm Mfg. Co. Ltd. will build a reinforced concrete elvtr. and storage tanks at a cost of \$130,000.

Macleod, Alta.—The Alberta Pacific Elvtr. Co. is building an addition to its elvtr. here to be used in storing their own manufactures.

Calgary, Alta.—Revenues from the grain fields of Alberta during the past season are estimated by the Department of Agriculture to be \$213,287,701, from 7,185,896 acres.—B.

Lindsey, Ont.—James Keith, grain merchant and for 40 years sec'y of the Lindsay Central Fair, died Nov. 19. He was 82, but this advanced age did not keep him from curling last winter.—B.

Whitewood, Sask.—The elvtr. of the Dominion Elvtr. Co. together with its contents burned Nov. 14. It contained about 12,000 bus. of wheat and 3,000 bus. of oats. The fire originated in the cupola.

Quebec, Que.—The basements of wholesale flour and grain merchants in Lower Town were flooded by a tidal wave swept by a 75-mile gale which did damage estimated at a million dollars in an hour.—B.

Fort St. John, Alta.—An elvtr. is being erected at this place by the Alberta Pacific Elvtr. Co. This part of Northern Alberta is near neighbor to the Arctic Circle. The wheat crop in the Peace River District amounted last season to 5,000,000 bus.

Saskatoon, Sask.—The Quaker Oats Co. has erected 8 additional concrete tanks, 20x90 feet, and a new reinforced concrete chimney 5x150 feet. It has also installed a new Hess Drier in a concrete building and remodeled the elvtr. and power house. The Canadian Leonard Construction Co., Ltd., had the contract.

Balder, Man.—Geo. Smith, representative of the Canada Elvtr. Co., met with a fatal accident while at work in the elvtr. Nov. 12. While making some repairs on the machinery, he slipped and was caught in the main shaft and was almost instantly killed. A neighbor stopped the engine immediately and procured medical aid, but the young man died in a very short time without recovering consciousness.

Victoria, B. C.—The plans for the improvement of the port here provide for the establishment of a grain elvtr. at the shore end of the piers at Ogden Point. It is believed that this could be used to advantage, especially in the case of ships proceeding to sea after failing to secure full capacity of cargo at a mainland port. Such vessels could complete their loading with grain at this elvtr. and would perhaps accept a lower freight rate rather than proceed on a long voyage with empty cargo space.—B.

Lisle, Ont.—A large granary operated by Wm. Mills for Hisey & Co., of Toronto, which contained several thousand bus. of wheat and rye, collapsed when the posts under the sills gave way. The building settled towards the Grand Trunk tracks which had to be moved out so that cars could be placed for the removal of the grain. As the permanent weigh scales were put out of order, the entire stock is being bagged and loaded by hand into the railway cars. Repairs will be made quickly so that the season's crop may be handled.

The Canadian Board of Grain Supervisors subscribed \$1,000,000 to the Victory Loan this month. Other subscriptions of Canadian grain men included the following: Alberta Pacific Grain Co., \$525,000; International Elvtr. Co., \$75,000; N. Bawlf Grain Co., \$60,000; State Elvtr. Co., \$50,000; Western Terminal Elvtr. Co., \$35,000; Atlas Elvtr. Co., \$35,000; Saskatchewan Elvtr. Co., \$25,000; Security Elvtr. Co., \$25,000; Consolidated Elvtr. Co., Duluth, \$25,000; C. Goldstein Grain Co., \$20,000; McCabe Elvtr. Co., \$7,000; Saskatchewan & Western Elvtr. Co., \$10,000; Western Elvtr. Co., \$20,000; Reliance Grain Co., \$15,000; Western Grain Co., \$15,000; Gooderham Elvtr. Co., \$15,000; Thunder Bay Elvtr. Co., \$12,500; Imperial Elvtr. Co., \$12,500.—B.

## FORT WILLIAM LETTER.

The capital stock of the Northwestern Elvtr. Co. Ltd. has been increased from \$500,000 to \$1,000,000.

The terminal elvtr. interests at the head of the lakes are after more revenue and the grain growers are backing them up. A plea for a new tariff has been forwarded to Ottawa, and the Board of Grain Commissioners has been called to the capital in connection with it. An independent audit of terminal elvtrs. was started last fall by the Federal Government but the result has never been disclosed.—B.

Chief Justice Mathers of Winnipeg is presiding at the sittings of the concilia-

tion board in the dispute of grain handlers. It is expected that the findings of this board which is made up of representatives of labor and grain interests will settle labor troubles among grain handlers for some time. The strike which was settled temporarily a few weeks ago pending the organization of the conciliation board threatened to tie up grain shipments from the head of the lakes.

Davidson W. Black, pres. of Black's Elvtr. Ltd., died Nov. 18 at Rochester, Minn., after a number of serious operations. Mr. Black was one of the oldest grain merchants and elevator operators at the Head of the Lakes. He was a keen business man and well liked by all who came in contact with him. During the past two years he had devoted most of his time to patriotic work, bringing to a successful conclusion several drives for funds. "Dad," as he was generally known, was a member of the council of the Fort William and Port Arthur Grain Exchange.

Ft. William, Ont.—The Option Market opened at Fort William on November the 4th and has now been running for two weeks. During that time much progress has been made and many inquiries have been received from outside points, particularly Winnipeg, Toronto, Montreal and Duluth. It is the intention of the Fort William and Port Arthur Exchange to have the current option month and also the subsequent month. This will mean twelve options. The arrangement will particularly take care of all-rail shipments during the winter. The Fort William and Port Arthur Exchange has also arranged, through the Secretary's office, to register private elevator warehouse receipts. Rules and Regulations covering this important step have been promulgated. This is the first Exchange which has inaugurated a system of warehouse receipts for private elevators. Members are permitted to surrender their documents to the Secretary's office for all-rail shipments, the Secretary's office in turn surrendering the warehouse receipts to the different terminal elevators. By this arrangement the Secretary's office will be kept in constant touch with the all-rail movement, and will be able to see that no discrimination is attempted.—C. Burkett, Sec'y.

## WINNIPEG LETTER.

The Liberty Grain Co. has surrendered its charter.—B.

The Peaker Grain Co., Ltd., incorporated; incorporators, Wm. R. Bawlf, C. C. Griffin and others. Capital stock, \$300,000.—B.

Fred C. Stevenson, department mgr. with the United Grain Growers Co., died recently of pneumonia following influenza.

Winnipeg, Man.—Contrary to a recent report to the effect that the Canadian Securities & Mortgage Co., Ltd., is authorized to own and conduct grain elvtrs., the organization of this company is not yet complete. When it is effected, it will do a general financial business, purchase property at tax sales, and mortgages. It also has permission to sell stock.

## IDAHO

Lewiston, Ida.—The plant of the Nez Perce Roller Mills has been completed.

Burley, Ida.—We are opening offices to handle corn to the sheep men in this state. As this is an entirely new venture, we will not build elvtrs. until the plan has been thoroly tried out. We expect eventually to have our headquarters at Pocatello and also a terminal elvtr. at that point.—Manawa Grain Co., S. L. Parks, mgr.

St. Maries, Ida.—Our elvtr., which is the only elvtr. in this district now in operation, has a capacity of 1,000 bus. There are 4 large bins and 3 small feed bins. Equipment includes cleaner and feed grinder. We will probably install a larger feed grinder later as this one is not large enough for our needs.—George O'Dwyer, Inc.



## ILLINOIS

Philo, Ill.—The machinery of the elvtr. operated by J. A. Gillis has been overhauled.

Homer, Ill.—I have bot the elvtr. formerly operated by Fred Rose.—A. C. Kaiser, Fairland, Ill.

Melvin, Ill.—Mr. Tobey of Odell has taken the place of Wm. Buchholz as mgr. for the Farmers Elvtr. Co.

Ellis, Ill.—We have installed electric lights in our elvtr. and office and have painted the elvtr.—Sells & Rice.

New Berlin, Ill.—The Central Illinois Grain Co. is installing a new boiler and making alterations in its driveway dumps.

Sharpsburg, Ill.—Seth McClintock of Edinburg is mgr. for the Farmers Grain Co., succeeding Dwight Hart, who resigned.

Pierson, Ill.—Mr. Edwards of Bloomington has succeeded me as mgr. for the Pierson Grain & Supply Co.—H. C. Clark, Tipton, Ind.

Fisher, Ill.—J. W. Reardon has purchased the interest of F. B. Vennum in the elvtr. and grain business of Vennum & Harmon.

Petersburg, Ill.—We have increased the capacity of our mill from 100 bbls. to 175 bbls.—The Hueffner Mill & Elvtr. Co., A. M. Boyd.

Rumpler, Ill.—H. E. Montgomery of Urbana has taken the position as buyer for the elvtr. of Frank Supple, succeeding Ernest Varney.

McLean, Ill.—The Farmers Co-operative Grain Co. has purchased the elvtr. of the Hill Grain Co. This elvtr. has a capacity of 70,000 bus.—X.

Kenney, Ill.—A. P. Dericks is pres. and W. B. Leming is sec'y of the recently organized Farmers Grain Co., for which I am mgr.—C. L. McBride.

Hammond, Ill.—F. M. Powell of Decatur is mgr. for the Co-Operative Grain Co. He was formerly employed by James E. Bennett & Co. at Decatur.

Hendrix Sta. (Bloomington, p. o.), Ill.—I have just completed a new office at the elvtr. which I recently purchased from the Hasenwinkle Grain Co.—F. C. Martens.

Ivesdale, Ill.—Dr. G. J. Tinkham of Crown Point, Ind., has bot the interest of O. P. Morgan in the elvtrs. of Morgan & Camp. He will take possession Dec. 1.

Hillsboro, Ill.—The new concrete elvtr. being built by the Farmers Elvtr. Co. is almost ready for business, work being carried on day and night. It is 100 feet high.

Emden, Ill.—Hellman & Co. have installed a 15-h.p. oil engine in their elvtr. John H. Hildebrands is ill with influenza.—E. C. Hamilton, local mgr. Smith-Hippen Co.

Fox, Ill.—There is one elvtr. here which I think is still owned by Ben Armstrong, but it is not in operation. The farmers ship their own grain, loading it on track with portable elvtrs.—X.

Brownstown, Ill.—The officers of the Brownstown Equity Exchange are W. M. Sapp, pres.; B. B. Brown, vice-pres.; M. G. Dively, sec'y-treas.; Paul Crawford, mgr.—M. G. Dively, sec'y-treas.

Heyworth, Ill.—J. W. Swearingen, of the Harrison Ward Grain Co., died Nov. 16, after a long illness of tuberculosis. He was 39 years old and had spent practically all his life in the vicinity of Heyworth.

Murrayville, Ill.—The Murrayville Farmers Elvtr. Co. has bot the building occupied by the Osborn Garage, and will use it for a flour and feed store. A grinder will be installed to make meal and stock feed.

Fairland, Ill.—We are making extensive improvements at our plant. We are building a new office, putting in new scales, remodelling our ear corn hiker and putting in new dump. We expect to handle grain, coal, lumber, lime, seeds, ground lime and cement.—Fairland Grain & Lbr. Co., C. A. Rice, mgr.

Franklin Grove, Ill.—Robbers rifled the safe of the Farmers Elvtr. Co. Nov. 13, but obtained less than \$5. They are believed to be the same ones who on the same night attempted to blow the safe of the bank at Byron, Ill.

Metcalfe, Ill.—Work on the new elvtr. which the Farmers Elvtr. Co. is building here is progressing so favorably that it is expected that the building will be ready for business by Dec. 1. Many delays have been occasioned by lack of material, rain, strikes, etc.

Brocton, Ill.—Work on the new elvtr. being erected by the Brocton Farmers Grain Elvtr. Co. is being rushed with a day and a night shift working seven days a week. A new system of electric lighting makes night work possible. A number of women are employed on the job and do men's work.

Decatur, Ill.—The American Hominy Co. is removing the old buildings of the Suffer-Hunt Mills preparatory to erecting a large addition to its mill. Dynamite is being used and most of the wrecking is done at night. The office force is occupying new quarters across the street while the improvements are being made.

Joliet, Ill.—The elvtr. of the Truby Grain Co. was entered recently, entrance being gained by breaking the glass in the door and lifting the latch. A second door was forced and the gates to some of the spouts were opened. Wm. Gallagher, 17, and Richard Dwyer, 14, confessed to the theft of several sacks of grain. The grain was returned to the Truby Grain Co.

## CHICAGO NOTES.

Thos. E. Morgan has applied for membership in the Board of Trade.

The estate of G. E. Titley has posted its membership in the Board of Trade for transfer.

Arthur Leask, a member of the Board of Trade, is now connected with James E. Bennett & Co. as floor mgr.

The membership of the estate of A. Stamford White in the Board of Trade has been sold for \$6,050 and posted for transfer.

Brokerage rates on grains have been advanced 50 per cent. They are now 75c per 5,000 bus. and 25c for 1,000 bus. The vote on the proposition Nov. 15 was 304 for and 131 against, a majority of 173.

Eugene M. Hoyne, who will soon take over the business of Perry, Price & Co., Elmer C. Kimball, A. H. Stumpf, Lyman G. Bournique, F. E. Krieg and M. G. Reitz and George K. Morrow of New York, have been elected to membership in the Board of Trade.

At the annual meeting of the Chicago Grain Receivers' Ass'n Nov. 19, officers elected were: A. Gerstenberg, pres.; W. H. Perrine, vice-pres.; George F. Swenson, sec'y; Geo. Booth, John C. McCormick, Sidney H. Warner, P. H. Schiffin and George L. Stebbins, directors.

The directors of the Board of Trade have posted for ballot an amendment to Sec. 32 of Rule IV to substitute 1% for 7/8c per bushel as the commission rate on grain bot to arrive, the minimum to be 3/4c on corn and 1/2c on oats. To members the new rates will be 3/4%, with a minimum of 3/4c on wheat and rye, 1/2c on corn, and 3/4c on oats.

The Board of Trade celebrated the news of the signing of the armistice by closing for the day and joining the crowds of marchers in the streets. Just before 9:30 a. m. it was announced that the Exchange would not open and that all indemnities good for the day would be declared off. Sec'y Mauff read this notice: "The armistice has been signed. The silent minute of prayer has not been in vain. This Ass'n will stand adjourned until Tuesday at 9:30 in recognition of the victory for the freedom of the world and assuring justice to all nations, great and small; and last, but not least, as a tribute to those sons of America who have made the great sacrifice."

Walter Kettenburg, grain and provision broker, was expelled from membership on the Board of Trade, the charge being irregular practices. The business of W. Kettenburg & Co. was recently turned over to R. H. Smart & Co.

## INDIANA

Kirkpatrick, Ind.—Halstead Brothers have sold their elvtr. to the Farmers Grain Co.

Tipton, Ind.—The Tipton Elvtr. Co. has bot the plant of Hershman & Son. I am mgr.—H. C. Clark.

Liberty Center, Ind.—We will install a good feed mill and either a gas or a kerosene engine.—Lee R. Highlen, sec'y, Farmers Grain Co. of Liberty Center.

Summitville, Ind.—The home of J. N. Gordon, who owns a large grain elvtr. here was burned recently. The loss is estimated at \$5,000, partly covered by insurance. Mrs. Gordon, who was on the second floor, was badly burned about the hands.

Indianapolis, Ind.—The following have been elected to membership in the Indiana Grain Dealers Ass'n: Kinder & Thomas, Wilkinson; J. D. Sidener, Burney; Doan & Day, Swanington; C. H. Adamson & Co., Goodland; Witmer Grain Co., Grabill; L. Brooks & Son, New Lebanon; Demoret Grain Co., R. R. 1, College Corner, O.; Wm. J. Dahl, La Crosse, and Lew Hill, Indianapolis.—Chas. B. Riley, Sec'y.

## IOWA

Anthon, Ia.—W. D. Drake, auditor for the Quaker Oats Co., has removed to Fort Dodge.

Little Rock, Ia.—Walter E. Hof of La Verne, Ia., is our new mgr.—Farmers Elvtr. Co.

Sigourney, Ia.—A site has been purchased by the Farmers Union on which a mill will be erected.

Wilke, Ia.—We will remodel our elvtr. and will also build an annex about next May.—J. L. Burt Grain Co.

Stratford, Ia.—I have succeeded O. W. Cline as mgr. for the Stratford Grain & Supply Co.—E. B. Krominga.

Lewis, Ia.—I have built a new 20,000-bu. elvtr. 30 x 32 feet. It is operated by electric power and is up to date in every respect.—Fred Shindley.

Letts, Ia.—The McKee Grain Co. of Muscatine, Ia., has put in a small dump and two bins of about 2,000 bus. capacity. C. C. Snyder is mgr.—X.

Paullina, Ia.—The burning of the Metcalf & Cannon Elvtr. recently entailed the loss of not only the building but of between 7,000 and 10,000 bus. of grain.

Des Moines, Ia.—At the great Mid-West Horticultural Exposition, held at Des Moines, the week of Dec. 10, a department will be devoted to the state corn show.



Bill your next Car of Grain  
to

**HENSEY & OWEN**  
GRAIN COMMISSION  
MILWAUKEE



Jolley, Ia.—We have built a new elvtr. leg in our elvtr., put in a dust fan, reset our automatic scale and painted the interior of our office.—Farmers Elvtr. Co.

Oasis, Ia.—Because of the death of my father which occurred on Nov. 11, the firm name V. D. Bumgardner & Son will be changed to H. R. Bumgardner & Co.—H. R. Bumgardner.

Sioux City, Ia.—The annual stockholders' meeting of the Sioux City Board of Trade will be held at the Commercial Club the evening of Dec. 3. The meeting will be preceded by a dinner.

Laurel, Ia.—The new elvtr. built by Sheek & McCleary is completed and in operation. It has a capacity of about 15,000 bus. The two other elvtrs. here are operated by the Farmers' Elvtr. Co.—X.

Council Bluffs, Ia.—J. A. Cavers has sold his interest in the Cavers Elvtr. Co. to the Dawson Grain Co. This elvtr. is on the switch known as the River track.—Casco Mfg. Co., C. L. Hillmer, mgr., Omaha, Neb.

Dumont, Ia.—Severn Olson of Ridgeway is attending to the business of the elvtr. operated by the Gilchrist & Co. Carl Kruger, who had been in charge since John Peters was called to Camp Pike, has returned to his home at West Bend.

Angus, Ia.—The Clark-Brown Grain Co., which lost its elvtr. valued at \$6,000, together with 12,000 bus. of grain worth \$8,000 in a fire recently, will rebuild its plant. The salvage of grain and the insurance will cover the greater part of the loss.

Storm Lake, Ia.—The decision of the Iowa State Board of Commissioners in the controversy between G. A. French and the Ill. Cent. Ry. is that the former need not move his elvtr. from the railroad right of way until after the war because of the expense involved. The original cost of the plant was \$4,000.

Charles City, Ia.—The Equity Business Ass'n has been incorporated, capital stock \$15,000; incorporators, L. E. Laun, Fred D. Binger, Emil Koehler and others. The Ass'n expects to build, lease and operate elvtrs. and handle all kinds of grain, grain products, seeds, hay, straw, and other farm produce, coal, lumber, building materials and farm machinery.

Clear Lake, Ia.—S. J. Clausen has completed the installation of up-to-date equipment in his elvtr. which cost in the neighborhood of \$4,000. The improvements include electric power in both the elvtr. and feed mill. A 10-h.p. motor has been placed in the elvtr. and two 15-h.p. motors in the feed mill which is the building formerly used for storage. The office building has been moved and a heating plant installed. A 6-ton scale which will handle the heaviest make of motor truck has also been put in.

## KANSAS

Morrill, Kan.—The Farmers Union is erecting an elvtr.

Brownsdale Sta. (Idana p. o.), Kan.—I am mgr. for the Brownsdale Elvtr. & Merc. Co.—W. E. Johnson.

Mound Valley, Kan.—There is just one elvtr. here which is operated under our management.—Rust & Call.

Healy, Kan.—The firm of Sharp Bros. will be known from now on as the Sharp Grain Co.—Sharp Grain Co.

The 22nd annual convention of the Kansas Grain Dealers Ass'n will be held in Hutchinson, May 22 and 23, 1919.

Garnett, Kan.—I am contemplating building an 8,000-bu. elvtr. in the spring if business settles down.—John McClure.

Feterita, Kan.—The only elvtr. here is one of 50,000-bus. capacity operated by the Farmers Co-operative Equity Exchange.—X.

Salina, Kan.—Elvtr. "B" of the Western Star Flour Mills was damaged to the extent of about \$5,000 by fire on the night of Nov. 21.

Robinson, Kan.—I have resigned as mgr. of the Farmers Elvtr. Co. at Reserve and am now mgr. for the Farmers Elvtr. Co. here succeeding John F. Brant.—T. C. Cook.

Reserve, Kan.—I have accepted a position as mgr. for the Farmers Elvtr. Co. at Robinson. Henry J. Fernaw succeeds me as mgr. for the Farmers Elvtr. Co. at Reserve.—T. C. Cook.

Netawaka, Kan.—The Netawaka Elvtr. & Supply Co. incorporated; incorporators: C. A. Linneman, Whiting; Arthur Amon, Netawaka, and Godfrey Bareiss, Holton, Kan. Capitalized at \$25,000.

Topeka, Kan.—John David Mulvane, pres. of the Kaw Milling Co., passed away at his home here Oct. 25 as the result of pneumonia which succeeded an attack of influenza. He was 37 years old.

Moran, Kan.—The work of organizing a Farmers Elvtr. Co. with a capital stock of \$8,000 is being pushed. The new company will either build a new elvtr. or buy the one owned by the Moran Grain Co.

Meriden, Kan.—Henry Winter, formerly of Hoyt, has purchased the elvtr. of the Meriden Elvtr. Co. and has taken possession and will operate it under the name of Henry Winter.—E. J. Smiley, sec'y Kansas Grain Dealers' Ass'n.

Independence, Kan.—The elvtr. operated by the Rea-Patterson Mfg. Co., which burned to the grain line of the bins after being struck by lightning some time ago, is being rebuilt on an improved scale. A larger head house is being put on and a large Fairbanks Hopper Scale will be installed.

## KENTUCKY

Uniontown, Ky.—J. W. Pfeffer and W. C. Bland will make a number of improvements in their plant known as the Wabash Elvtr.

## LOUISIANA

New Orleans, La.—Geo. S. Colby, Jr., chief grain inspector and weighmaster, is mourning the loss of his father, Geo. S. Colby, whose death occurred Nov. 12.

New Orleans, La.—John B. Canford has been elected to membership in the New Orleans Board of Trade, Ltd. He was formerly ass't to the chief inspector and weighmaster, but is now mgr. of the grain department of Jefferson D. Hardin, Jr., grain freight broker and forwarder.

## MARYLAND

Baltimore, Md.—David H. Larkin, formerly first chief ass't grain inspector of the Chamber of Commerce, was promoted to chief grain inspector, Nov. 11. He is succeeded by J. Nelson Gates as first chief ass't.

## MICHIGAN

Detroit, Mich.—The Marine leg of the Union Depot Elvtr. will be in operation by the last of this month. This was installed to replace the one destroyed by fire last winter.

Detroit, Mich.—It is announced that G. T. Jordan, formerly with the Burdick Thomas Co., has arrived safely in France. He is now in the construction department of the Y. M. C. A.

Ironwood, Mich.—Work is being rushed on the elvtr. now in course of construction by the Farmers Mfg. & Elvtr. Co. and it is expected that it will be ready to begin operations by Dec. 1.

Alpena, Mich.—L. R. Martindale is mgr. for the Twining Elvtr. Co. of Bay City which bot and is now operating the elvtr. here formerly operated by the Sioux City Seed Co.—Thunder Bay Mfg. Co.

New Haven, Mich.—T. K. McInnis is vice-pres. and A. J. Bennett is sec'y of the New Haven Elvtr. Co. The capital stock is \$30,000. This will correct published list of regular Michigan Grain Shippers.

McMillan, Mich.—The new mill erected by the McMillan Mill & Elvtr. Co. is now in operation. If the mill proves a success, the company will erect an elvtr. either next year or in 1920. The present mill has storage bins for 1,000 bus. of grain.

## MINNESOTA

Clarissa, Minn.—J. T. Nutting has resigned as grain buyer for the National Elvtr. Co.

Sleepy Eye, Minn.—C. P. Cutting, mgr. for the Farmers Elvtr. Co., has been quite ill of influenza.

Owatonna, Minn.—W. F. Ditlevson, mgr. for the Farmers Elvtr. Co., is a candidate for County Auditor.

New London, Minn.—L. H. Hasrud is mgr. for the New London Milling Co. Its new elvtr. is now in operation.

Litchfield, Minn.—The Farmers Independent Elvtr. Co. is building an addition to its elvtr. for handling mill feeds and later, flour.

Braham, Minn.—The Braham Mercantile Co. recently installed an elvtr. in its warehouse for the distributing and loading grain into cars.

Arlington, Minn.—John and Dan Sweeney have bot Carl Doerr's Independent Elvtr. and are operating it under the name of Sweeney Bros.

Barnum, Minn.—Plans are being made for the construction of a 25,000-bu. elvtr. the first to be built here. H. C. Harrison and a number of the farmers in this territory are the ones interested in the enterprise.—X.

## DULUTH LETTER.

Application has been made for the transfer of the Duluth Board of Trade membership of E. H. Conkey to George Gackle & Co. of Minneapolis. Mr. Conkey was formerly with the Hallett & Carey Co.

Employees of the Superior elvtrs. will organize a branch of the International Longshoremen's Ass'n. The organization is being promoted by W. B. Jones of Detroit, third vice-pres. of the International.

## MINNEAPOLIS LETTER.

John Gilfillan, Jr., formerly with the Gilfillan-Remund Co., has returned from France where he was for some time past engaged in Red Cross work.

The Sheffield Elvtr. Co. is erecting a building in addition to Elvtr. X which will be used for the cooler section of a 1,500-bus. per hour Morris Grain Drier.

## ST. PAUL LETTER.

Senator N. J. Holmberg has been appointed chairman of the state Grain Board of Appeals by Gov. Burnquist, to fill the vacancy caused by the death of E. R. Rehnke.

C. C. Gray, who operates an elvtr. here, will build a \$14,000 flour mill which will be ready for operation about Dec. 15. The mill which will turn out 60 bbls. a day will be the first unit of a 1,000-bbl. mill to be erected later. The structure will be two and a half stories and will be equipped with the latest model machinery.

## MISSOURI

St. Louis, Mo.—The membership of Leon Priwer, of the Priwer Grain Co., in the St. Louis Merchants Exchange, has been placed with the directors for purchase and cancellation.

Atherton, Mo.—The Atherton Elvtr. Co. has just completed the erection of a 20,000-bu. elvtr. The equipment is up-to-date and includes a Howe Hopper Scale. A large warehouse will be added.

Knobnoster, Mo.—The Culp-Greim Elvtr. Co. has bot the new 50,000-bu. concrete elvtr. and all warehouses of the Acme Mfg. Co. and will deal in grain and feed. Members of the firm are Walter Greim and myself. My elvtr. at Warrensburg will continue to be operated under my own name.—Jesse J. Culp.



Union, Mo.—E. S. Max, who was reported as building an addition to his building, is not in business here, but is at St. Clair, Mo.—Aug. Fink.

St. Louis, Mo.—The Lancaster Commission Co. has been incorporated with capital stock of \$12,500. H. Vest, Lancaster is pres. The company is doing a general commission and brokerage business.

Overton, Mo.—The warehouse belonging to Mr. Wooldridge will be torn down this winter or early spring and in its place a new 5,000-bu. concrete elvtr. will be erected which will be completed by June or July.—X.

The busiest year in the history of the Missouri State Grain Inspection Dept. in Kansas City and other grain shipping points will close with a surplus of \$75,000, Commissioner Jas. Bradshaw of Kansas City has advised Gov. Gardner.

St. Joseph, Mo.—Marshall Bruce of the Holdridge Grain Co. has taken as partner, Ira Updike, well known traveling representative for several years past of Kansas City grain firms and latterly with the Hall-Baker Grain Co.

Adrian, Mo.—The Adrian Elvtr. S. & S. Co. contemplates installing a car mover, warehouse scales, fire barrels or fire extinguishers, testing apparatus and a self-contained flour mill in its elvtr., and expects also to purchase bags, car liners and car seals. E. W. Timmons, R. F. D. No. 3, Butler, is sec'y of the company.

## KANSAS CITY LETTER.

Charles D. Cooper will travel the Kansas City territory for the Watkins Grain Co.

H. M. McAlpine, formerly with the Watkins Grain Co., is now in service at Camp Funston.

Carl Congleton of the Watkins Grain Co. will leave soon for Kelly Field at San Antonio, Tex.

F. C. Vincent, treas. of the Simonds-Shields-Lonsdale Grain Co., has left for New York to sail for France for service with the Red Cross.

Santa Fe Elvtr. A, operated by Armour Grain Co., on Nov. 13 contained 5,700,000 bus. of grain, the largest quantity, it is said, held by any elvtr. in the country.

Wm. G. Dilts, Jr., of Wm. G. Dilts, Jr., & Co., has volunteered his services to the Red Cross and has been accepted. He leaves about Dec. 1 for six months' service abroad.

Members of the Kansas City Board of Trade for the second time voted against an amendment permitting deliveries of grain on track at any time during the current month.

C. A. Dayton, vice-pres. of the Frisco Elvtr. Co., who has been active on the Kansas City floor for over 20 years, has entered the Officers' Training Camp, Motor Transport Division, at Jacksonville, Fla.

The Feeders' Supply Co. is building a grain storage plant which includes grinding, screening and elvtr. machinery in the West Bottoms. It will be ready for business the first of the year. The Lehrack Contracting & Engineering Co. has the contract.

## MONTANA

Antelope, Mont.—I shall be leaving my present position with the Farmers Grain & Shipping Co. in a short time.—Edw. E. Richoff, mgr.

Great Falls, Mont.—The proposal to issue \$250,000 bonds for the construction of a state-owned elvtr. in the State of Montana, was carried by a good majority. We understand that the order is merely advisory, which leaves the matter in the hands of the next legislature, which body can either carry it out or drop it at its own discretion. Without doubt, it will be carried out and the next step, issuing the bonds, will be taken in about a year.—Barkemeyer Grain & Seed Co., E. E. Barkemeyer, sec'y.

Plevna, Mont.—A. C. Drews, sec'y and treas. of the Farmers Elvtr. Co., died recently.

Sweetgrass, Mont.—The Montana Emporium Co. has completed a new elvtr. The International Elvtr. Co. also operates an elvtr. here.—X.

Square Butte, Mont.—The Equity Co-operative Ass'n has closed its elvtr. for the season. D. A. Hill who has been mgr. has accepted a similar position in Hardin.

Livingston, Mont.—The elvtr. we bot of Eilly Miles & Brother is a 75,000-bu. iron-clad house. We have also purchased their hay warehouse and expect to increase our capacity for storing hay just as soon as conditions will permit.—Gary Hay & Grain Co., John P. Gary.

Glasgow, Mont.—The Valley County Council of Defense is in receipt of advice from the Imperial Elvtr. Co. that arrangements have been made for the Montana-Dakota Elvtr. to use its elvtr. here when needed. This will put into operation all the elvtrs. in Valley County owned by the Imperial Co.

Malta, Mont.—The elvtr. operated by the Imperial Elvtr. Co. here was wrecked recently thro the giving way, buckling, or sinking of the concrete foundation abutments on the east side. The building held about 15,000 bus. of wheat and the weight of the grain caused it to lean over the Great Northern right of way. The leaning of the elvtr. so twisted the machinery that the wheat could not be unloaded in the usual manner. Instead, a hole was cut in the side and enough was loaded into cars to relieve the strain and save the building. The work had to be done rapidly as the siding was being ripped off, the roof was splitting and timbers were giving everywhere. The building is only six or seven years old and has frequently been filled with grain so it is not thought that overloading could have been the cause of the accident. It is built on the bed of an old gumbo slough and the supposition is that the pillars were not sunk deep enough to make a stable foundation.

## NEBRASKA

Leshara, Neb.—The Farmers Elvtr. Co. will paint its elvtr.

Violet, Neb.—I am agt. for the Brown Grain Co.—N. E. Crawford.

David City, Neb.—The Schaaf Grain Co. has sold its elvtr. at this place.—H. O. Schaaf.

Melbeta, Neb.—Farmers Co-Operative Union of Melbeta incorporated. Capital stock \$50,000.

Washington, Neb.—I have sold my elvtr. to the Farmers Union Co-operative Co.—O. C. Roberts.

Bertrand, Neb.—I have succeeded J. E. Bailey as mgr. for the Bertrand Equity Exchange.—Theo. Holzapple.

Lodge Pole, Neb.—The Farmers Union Elvtr. Co. is building an addition to its office and putting in a vault.

Bayard, Neb.—John Mueller has accepted the position as mgr. of the elvtr. operated by the Farmers Union, having succeeded S. Hartman who resigned.

Dixon, Neb.—The elvtr. belonging to D. A. Atkins is to be wrecked and coal sheds will be erected on the site.—W. L. Hand, mgr. Farmers Union Elvtr. Co.

Rockford, Neb.—M. T. Brugh, of Beatrice, has had charge of the elvtr. operated by the Farmers Union Elvtr. Co. during the illness of the mgr. L. O. Ruyle.

Wayne, Neb.—We are building a new 35,000-bu. elvtr. Thoroughly up to date. The R. M. Van Ness Construction Co. is doing the work.—Farmers Union Co-Operative Ass'n, Geo. E. Chapman, mgr.

Verdigre, Neb.—The elvtr. of the Walrath & Sherwood Lbr. Co., together with 3,700 bus. of oats and some wheat, burned recently. The coal and lumber shed adjacent to the elvtr. were saved.

Comstock, Neb.—Materials are on the ground for the new elvtr. which the recently organized Farmers Grain & L. S. Ass'n will erect. J. S. Swanson is pres. and Wm. Westbrook, sec'y of the Ass'n.—X.

Burchard, Neb.—We expect to build an elvtr. at Burchard in the near future on the site formerly occupied by the elvtr. of C. M. Linn, which burned some time ago.—Brown Grain Co., J. S. Harrod, agt.

Adams, Neb.—Work is progressing on the elvtr. which the Central Granaries Co. is erecting on the site of the one destroyed by fire some time ago. The new building will be covered with steel and will have a capacity of 20,000 bus.

Spencer, Neb.—The directors of the Farmers Elvtr. Co. and of the Farmers Union are soliciting subscriptions for stock in the new \$20,000 company that is to be organized. Work has progressed rather slowly on account of the influenza.

Comstock, Neb.—We are building a 10,000-bu. elvtr., warehouse and coal sheds. The elvtr. will be equipped with up-to-date machinery. Since we are not yet ready for business, we have not secured a mgr.—J. S. Swanson, sec'y Farmers Grain & L. S. Ass'n.

Valley, Neb.—The elvtr. of the Waterloo Elvtr. Co. burned recently, loss \$12,000; practically covered by insurance. There were 2,000 bus. of corn and 1,600 bus. of oats in the building. The fire is supposed to have been started by sparks from a locomotive. J. R. Young, mgr., was in Omaha at the time.

Crete, Neb.—We intend building a 32,000-bu. elvtr. along the C. B. & Q. which will be of brick and concrete and will be used by the farmers. We have three elvtrs. at Crete. One is used for storage purposes and the other two for local shipments. One of these latter two is a farmers elvtr. and the other is operated by private parties.—Farmers Union, Ben H. Busboom, Jr.

Clarkson, Neb.—The Russel Adjustment Co. has been brought into the District court charged with embezzlement. Several concerns are interested and charge that the Adjustment Co. made large collections of accounts thruout the country and retained nearly all that it collected. John Witt of the Leign Mlg. Co. claims he lost \$600 thro his dealings with this agency.

Omaha, Neb.—The elvtr. here known as the Casco Mlg. Co., which has been operated by J. A. Cavers, was sold the first of this month to A. B. Elliott, of Whiting, Ia., who will continue the business under the same name, Casco Mlg. Co. This is a feed mill and elvtr. combined, the principal business being grinding and sacking feeds. The buildings are located on the Ill. Cent. tracks.—Casco Mlg. Co., C. L. Hillmer, mgr.

Omaha, Neb.—John T. Buchanan has been elected pres. of the Omaha Grain Exchange to succeed J. A. Linderholm. Mr. Buchanan is sec'y of the Omaha Elvtr. Co. He has been on the board of directors of the exchange for several years and was vice-pres. at the time of his election to the presidency. Other officers elected are Otis M. Smith and Chas. H. Wright, vice-presidents, and E. E. Huntley, treas. Frank P. Manchester will continue as sec'y. The new member of the board of directors is J. A. Bender. He succeeded Harry L. Olsen, who was not a candidate for re-election.

## NEW ENGLAND

Danbury, Conn.—H. E. Meeker is enlarging his grain, hardware and feed store and making a number of improvements to facilitate the handling of his stock.

Charlton, Mass.—George W. King has resigned his position with the Bond Grain Co. and will operate a dairy farm which he purchased at North Brookfield.—S.



Hartford, Conn.—We have applied for a permit to build, but have been refused and are now awaiting a reconsideration. We have agreed to install a flour mill, and on this account expect the permit to be granted.—The Meech-Northam Grain Co., J. H. Sizer, treas.

Barre, Mass.—Ernest A. Howard, of the firm of Howard & Higgins, grain dealers, and Rev. Harry P. Taylor of the Barre Methodist Church were seriously injured when Mr. Howard's new touring car caught in the car tracks at Palmer, Mass., Nov. 7, and was overturned. Mr. Howard had purchased the car at Hartford, Conn., for his firm and was driving it home when the accident occurred. He sustained two fractured ribs and one of Mr. Taylor's legs was broken, but the two pluckily drove the machine on to Barre before seeking medical aid.—S.

## NEW YORK

Buffalo, N. Y.—Maurice Dryfoose, formerly in the brokerage business at Erie, Pa., has opened a grain and feed business here.

New York, N. Y.—Richard A. Claybrook, until recently pres. of the Produce Exchange, died at his home in Plainfield, Nov. 12.

Moravia, N. Y.—Charles S. Mead, of Springer & Mead, feed and grain dealers, died suddenly Nov. 10, aged 46 years. He was a director of the New York State Hay Dealers Ass'n.

Buffalo, N. Y.—George E. Pierce, grain dealer and elvtr. owner, has received notice of the death of his son, Edward Pierce, in France. Before entering the army he was associated with his father in business.

Oriskany, N. Y.—Frank E. Monnier of Chas. H. Monnier & Son, shippers of grain and mill feed, died recently of influenza. He had represented the firm through the Mohawk Valley and Northern New York ever since leaving school ten years ago. He was 30 years old.

New York, N. Y.—H. P. Mitchell, mgr. of the estate of A. F. Lane, grain and flour brokers, has been elected to membership in the New York Produce Exchange. Mr. Lane, whose death occurred about three years ago, was for 25 years identified with the grain, flour and feed trade.

## NORTH DAKOTA

Minto, N. D.—E. M. Loveland is our mgr.—G. M. Buswell Elvtr. Co.

Lake William, N. D.—I am mgr. for the Heaton Lumber Co.—L. G. Gulden.

Martin, N. D.—Gottlieb Hageman is agt. for B. G. Southall.—Geo. Finneman.

Robinson, N. D.—I am mgr. for the Robinson Union Elvtr. Co.—H. R. Adams.

Ludden, N. D.—I am mgr. for the Ludden Co-Operative Co.—J. M. Bleibaum.

Spring Brook, N. D.—Chris Arnt is our mgr.—Farmers Co-operative Elvtr. Co.

Tolley, N. D.—Frank Johnson, mgr. for the Woodworth Elvtr. Co., died recently.

Wheatland, N. D.—The elvtr. of the Monarch Elvtr. Co. is not in operation.—P.

Williston, N. D.—The Victoria Elvtr. Co. has closed its elvtr. and has no agt. here.—P.

Monango, N. D.—I am agt. for the Monango Equity Exchange.—Geo. H. Philbrick.

White Earth, N. D.—Our house has not been open for a couple of years.—Victoria Elvtr. Co.

Glenburn, N. D.—The elvtr. of the St. Anthony & Dakota Elvtr. Co. is not open this year.—P.

Sheyenne, N. D.—I have succeeded Roy Peterson as agt. for the Monarch Elvtr. Co.—C. J. Holton.

McLeod (Formerly Sandoun), N. D.—I have succeeded Martin C. Orngard as agt. for the Atlantic Elvtr. Co.—Geo. W. Donovan.

Leith, N. D.—I am agt. for the Bagley Elvtr. Co.—O. E. Anderson.

Taylor, N. D.—The Lyon Elvtr. Co. has no agt. here, its elvtr. having been closed for some time.—P.

Thorne, N. D.—Carl Hanson is agt. for the Andrews Grain Co.—W. C. Fisher, agt. Monarch Elvtr. Co.

Niles Sta. (Leeds p. o.), N. D.—Elling Tufte is agt. for Page & Co.—M. J. Cullen, mgr. Cullen Elvtr. Co.

Nortonville, N. D.—J. F. Connor is mgr. for Charles Ralph.—V. W. Steele, mgr. Nortonville Elvtr. Co.

Rutland, N. D.—E. J. Hoel is our mgr. succeeding C. H. Deuel.—Rutland Farmers Co-operative Elvtr. Co.

Mandan, N. D.—A. P. Gray is mgr. for the Farmers Elvtr. Co.—E. A. Newhauser, agt., Occident Elvtr. Co.

Orr, N. D.—Fred Wilkinson is agt. for the National Elvtr. Co.—E. R. Fude, mgr. for the Farmers Elvtr. Co.

Oakes, N. D.—August Rusberg is mgr. for the Baldwin Milling Co.—H. O. Jacobs, agt. Oakes Equity Exchange.

Sykeston, N. D.—Mr. Brokoskey is agt. for the Andrews Grain Co. I am agt. for Oscar Lundby.—O. J. Lundby.

Portland, N. D.—I have succeeded L. O. Odegard as mgr. for the Portland Co-operative Elvtr. Co.—S. H. Brovold.

Norma, N. D.—Wm. Green is mgr. for the Farmers Elvtr. Co. and I am agt. for the Minnesota Elvtr. Co.—H. Miller.

Ransom sta. (Cayuga p. o.), N. D.—V. C. Hamilton is agt. for the Atlantic Elvtr. Co., having succeeded G. A. Josewski.

Harvey, N. D.—The Ell, Schmitz Grain Co. is no longer doing business here, its elvtr. having burned.—Gackle Grain Co.

Mott, N. D.—J. P. Larson is mgr. for the Mott Equity Exchange and I am mgr. for the Equity Mfg. & Power Co.—L. P. Wood.

Killdeer, N. D.—John Malmstad is agt. for the Kruden Elvtr. Co. and I am mgr. for R. S. Davidson & Co.—R. S. Davidson.

Epping, N. D.—O. I. Lee represents the Occident Elvtr. Co. here and I am agt. for the Victoria Elvtr. Co.—O. O. Huseby.

Hurd, N. D.—The elvtr. belonging to A. A. Kleinert & Co. at this place has been closed.—A. C. Metz, agt. Atlantic Elvtr. Co.

Kintyre, N. D.—H. R. Hadden is agt. for the Braddock Elvtr. Co.—John Mennes, mgr., Kintyre Farmers Co-operative Elvtr. Co.

Wheelock, N. D.—C. F. Maloney is agt. for the Victoria Elvtr. Co. I am agt. for the St. Anthony & Dakota Elvtr. Co.—John Dahl.

Walhalla, N. D.—J. Nolan is agt. for the St. Anthony & Dakota Elvtr. Co. I am agt. for the Powers Elvtr. Co.—W. D. Best.

New England, N. D.—I am agt. for the Columbia Elvtr. Co. H. J. Aaker is mgr. for the Farmers Equity Exchange.—N. M. Weber.

Loraine, N. D.—H. J. Nilson is agt. for the Imperial Elvtr. Co. and I am agt. for the International Elvtr. Co.—H. H. Wheeler.

Alamo (Zahl p. o.), N. D.—M. E. Thompson is agt. for P. A. Highum and I am agt. for the Occident Elvtr. at this point.—S. A. Everson.

Omamee, N. D.—The elvtr. of the Atlantic Elvtr. Co. burned in 1917 and has not been rebuilt.—R. J. Myles, agt. Northland Elvtr. Co.

Reynolds, N. D.—The Monarch Elvtr. Co. is no longer in business at this place.—John Murphy, mgr. Reynolds Farmers Elvtr. Co.

Lucca, N. D.—M. L. Mahoney has succeeded Fred Dahl as agt. for the Monarch Elvtr. Co., Mr. Dahl succeeding H. E. Tingdahl as mgr. for the Lucca Farmers Elvtr. Co. and I am agt. for the Atlantic Elvtr. Co., succeeding M. Peterson.—Wm. Goodloxor.

Union, N. D.—The elvtr. of the Imperial Elvtr. Co. has been closed for some time.—O. Engberg, agt. St. Anthony & Dakota Elvtr. Co.

Turtle Lake, N. D.—The elvtr. of the Regan & Lyness Elvtr. Co. is closed.—T. F. McGrevey, mgr. Equity Elvtr. & Trading Co.

Stanley, N. D.—The elvtr. of the Stanley Farmers Elvtr. Co. burned and has not been rebuilt.—N. G. Nelson, mgr. Nelson Grain Co.

Montpelier, N. D.—Have quit the grain business. H. B. Hanson is my successor as agt. for the Occident Elvtr. Co. here.—G. Johnston.

Manitou, N. D.—The Farmers Elvtr. Co. and M. C. Graham have both closed their plants here. C. C. Pouzer, mgr. Farmers Elvtr. Co., Inc.

Parshall, N. D.—O. J. Funk has succeeded Jos. Stengel, Jr., as agt. for the Minnesota Elvtr. Co.—J. W. Kroske, mgr. Blum & Kroske.

Urbana, N. D.—I am now mgr. for the Co-operative Elvtr. Co. E. F. Conley succeeded me as agt. for the Cargill Elvtr. Co.—G. M. Whipple.

Kuroki, N. D.—Hector McLean is mgr. for the Farmers Elvtr. Co. having succeeded V. C. Smith.—Jas Ballantine, mgr., Kuroki Elvtr. Co.

Nome, N. D.—We have installed this season a new cleaner, an adding machine and a protectograph check writer.—Independent Elvtr. Co.

Cashel, N. D.—M. J. Landowski has succeeded Joe Pariseau as agt. for the Victoria Elvtr. Co.—C. W. Crawford, agt., Andrews Grain Co.

Hansboro, N. D.—T. F. Wilkinson, former mgr. of the Hansboro Grain Co., has resigned and is succeeded by J. H. Poyser.—Hansboro Grain Co.

Tuttle, N. D.—B. C. Hanson has taken the place of P. N. Madison as mgr. for the Farmers Union Elvtr. Co.—Gus. J. Lybeck, mgr. Lybeck Grain Co.

Richardton, N. D.—Henry Pathman has closed his elvtr. I am agt. for the Occident Elvtr. Co., having succeeded A. J. Scherer.—A. Fehlhaber.

Landa, N. D.—The Farmers Elvtr. Co. has bot the elvtr. formerly operated by the Imperial Elvtr. Co.—L. Bogatie, agt., International Elvtr. Co.

Marion, N. D.—B. A. Eaton is agt. for the Andrews Grain Co. I have succeeded John Nelson as mgr. for the Marion Equity Elvtr. Co.—Martin Kallander.

Lallie, N. D.—The Monarch Elvtr. Co. has bot the elvtr. of the Benson County Land & Inv. Co. O. Ligerud is agt.—Aug. Barko, agt., Powers Elvtr. Co.

Werner, N. D.—The elvtr. operated by Ingold & Payne has been closed. I have succeeded Chas. F. Mutchler as agt. for the Star Elvtr. Co.—E. S. Beynon.

Newville, N. D.—Wilford Andrich has succeeded O. N. Hufford as agt. for the St. Anthony & Dakota Elvtr. Co.—Fred Abar, agt., National Elvtr. Co.

Menoken, N. D.—Chas. Graves has succeeded J. O. Midgley as agt. for the Great Western Grain Co.—J. H. Garrison, mgr., Menoken Farmers Co-op. Ass'n.

Lone Tree, N. D.—The elvtr. of the St. Anthony & Dakota Elvtr. Co. has been closed for some time.—E. O. Dickinson, mgr. E. O. Dickinson Grain Co.

St. Thomas, N. D.—The Cargill Commission Co. has bot the elvtr. of the Thorpe Elvtr. Co. Fred Van Camp is agt.—J. H. Widness, agt. Monarch Elvtr. Co.

Simcoe, N. D.—Nels Haaland has succeeded O. R. Haugland as agt. for the Osborne-McMillan Elvtr. Co.—Arthur Ihle, mgr., Farmers Co-op. Elvtr. Co.

Merrifield, N. D.—J. C. Devine has succeeded C. H. Lien as agt. for the Monarch Elvtr. Co. The elvtr. operated by the National Elvtr. burned and this company has taken over the elvtr. formerly operated by the Interstate Grain Co. I am agt.—John Wolf.



Hebron, N. D.—We have just installed a loading spout which enables us to load two carloads at one time.—Farmers Union Elvtr. Co., C. M. Smestad, mgr.

Beulah, N. D.—The elvtr. belonging to the Beulah Farmers Elvtr. Co. is under the management of Ed. Scharf.—Fred Luckow, mgr., Occident Elvtr. Co.

Page, N. D.—I am mgr. for the Griffiths Grain Co. This company has its headquarters at Luverne and is managed by Frank L. Griffiths.—Walter Goodwin.

Dodge, N. D.—The Farmers Elvtr. Co. of which Wm. McNeil was mgr. has been succeeded by the Farmers Co-operative Elvtr. Co. and I am now mgr.—J. F. Mallay.

St. Thomas, N. D.—I am agt. for the Cargill Elvtr. Co., which is operating the elvtr. formerly under the management of the Thorpe Elvtr. Co.—F. Van Camp.

Northwood, N. D.—The Northwood Grain Co. has two elvtrs here. J. S. Nelson is mgr. and A. T. Martinson is agt.—H. J. Thorstensen, agt., Andrews Grain Co.

Sutton, N. D.—John McWethy is mgr. for the Farmers Elvtr. Co. A. H. Retzlaff is owner and mgr. of the Retzlaff elvtr.—L. A. Wills, agt. Minnesota Elvtr. Co.

Wyndmere, N. D.—J. J. W. Uvarak has succeeded Frank Zimmerman as agt. for the Osborn-McMillan Elvtr. Co.—John Heyerholm, mgr. Wyndmere Elvtr. Co.

Leeds, N. D.—E. S. Stone is agt. for the Thorpe Elvtr. Co. W. C. Wharton has succeeded J. E. Conway as agt. for the Great Western Grain Co.—J. Henneritta.

Sanish, N. D.—A. C. Knight has taken the place of J. W. Huff as mgr. for the Sanish Farmers Elvtr. Co.—W. B. King, mgr. & treas. Farmers Grain & Trading Co.

Lunds Valley, N. D.—Adolph Grindler has succeeded A. E. Highum as mgr. for the Lunds Valley Farmers Elvtr. Co.—N. G. Nelson, agt., St. Anthony & Dakota Elvtr. Co.

Steele, N. D.—John McFaden is agt. for the Farmers Union Elvtr. Co. W. J. Henry is agt. for the Powers Elvtr. Co.—E. P. Rorvig, agt., Great Western Grain Co.

Washburn, N. D.—G. W. Walbrecht is mgr. for the Washburn Mfg. Co. I am mgr. for the Washburn Grain Co. having succeeded Adolph M. Klein.—John Bibelheimer.

Kulm, N. D.—Fred Rott has succeeded G. G. Werre as agt. for the Brost Elvtr. Co. and Erick A. Bowman is mgr. for the Farmers Co-operative Elvtr. Co.—Gackle Grain Co.

Napoleon, N. D.—The Napoleon Farmers Elvtr. Co. has taken over the business of the C. H. Chase Lbr. Co. and Geo. L. Church is acting mgr.—W. M. Noddings Grain Co.

Leonard, N. D.—Wm. Bartholomay is agt. for the Great Western Grain Co. and M. Hegge has succeeded L. McLean as agt. for the Monarch Elvtr. Co.—Farmers Elvtr. Co.

Montpelier, N. D.—E. H. Whingdahl has taken the place of H. C. Gullickson as agt. for the Montpelier Farmers Elvtr. Co. and I am agt. for the Occident Elvtr. Co.—H. B. Hanson.

Hettinger, N. D.—T. F. Batterberry is now agt. for the Columbia Elvtr. Co. L. E. Polys has succeeded John Kain as mgr. for the Hettinger Co-op. Equity Exchange.—J. F. Tracy.

Hillsboro Sta. (Taft p. o.), N. D.—Oscar Moen is agt. for the Monarch Elvtr. Co. I have succeeded J. D. Broberg as mgr. for the Eldorado Elvtr. & Trading Co.—Julius Sorum.

Williston, N. D.—Malcolm McKay, who was agt. for Oscar Hanson, has moved to Scooby, Mont. The elvtr. of the International Elvtr. Co. has been taken down. Alfred Alfson has succeeded Oscar Winger as mgr. of the City Elvtr. which formerly belonged to the A. E. Lowe estate. Jerry Miles is mgr. for the Independent Elvtr.—J. P. Hoover, mgr. Farmers Elvtr. Co.

Johnstown, N. D.—Dan H. Burke is agt. for the B. G. Southall Co.; C. W. Anderson is agt. for the Monarch Elvtr. Co., and I am agt. for the National Elvtr. Co.—R. E. Shoemaker.

Maxbass, N. D.—The elvtr. of the John D. Gruber Co. is closed as is also the elvtr. of the National Elvtr. Co. I am mgr. for the Maxbass Farmers Co-operative Elvtr. Co.—Aug. Arndt.

Hamilton, N. D.—Geo. Pope has taken the place of C. E. Brown as agt. for the International Elvtr. Co. I have succeeded E. Sparrow as agt. for the National Elvtr. Co.—E. J. Willson.

Maddock, N. D.—C. H. Sarold is agt. for the Acme Grain Co., succeeding J. J. Waagen. The elvtr. of C. H. Sheldon is closed.—J. M. Jensen, mgr., Maddock Farmers Grain Co.

McHenry, N. D.—E. B. Eide is mgr. for the Farmers Elvtr. Co., having succeeded H. Ingstrum, and I have succeeded C. J. Higgins as agt. for the Great Western Grain Co.—G. Nelson.

Millarton, N. D.—The Millarton Elvtr. Co. has bot the elvtr. of the Steele & Frahm Grain Co. W. H. Long is mgr.—Midland Farmers Co-operative Trading Co., A. R. Negus, mgr.

Starkweather, N. D.—We have leased the elvtr. of the St. Anthony & Dakota Elvtr. Co. and are operating both houses under one management.—Starkweather Co-operative Elvtr. Co.

Dunseith, N. D.—The Pacific Elvtr. Co. for which R. O. Wilson is agt. is now operating the elvtr. of the Exchange Grain Co. which was closed in 1915.—D. I. McHugh, agt. Imperial Elvtr. Co.

Wahpeton, N. D.—R. Hill has succeeded J. A. Bailey as mgr. for the Equity Elvtr. Trading Co.; Ira Moates is mgr. for the Baldwin Elvtr. Co. and I am mgr. for Math. Braun & Co.—Carl Braun.

Landa, N. D.—The Amenia Elvtr. Co. has sold its elvtr. to an independent company but it is closed for the season. The elvtr. of the International Elvtr. Co. is not in operation.—Imperial Elvtr. Co.

Wales, N. D.—S. J. Burnett has succeeded W. G. Watts as mgr. for the Wales Farmers Elvtr. Co. C. E. Carr is agt. for the Duluth Elvtr. Co. and I am agt. for the National Elvtr. Co.—T. S. Wiley.

Velva, N. D.—The Northland Elvtr. Co. has bot the elvtr. of Gilbertson Bros. Frank Fisk of Minneapolis is mgr. The elvtr. of the Royal Elvtr. is closed.—W. E. Hoffman, agt., Occident Elvtr. Co.

Lidgerwood, N. D.—The elvtr. of the Cargill Elvtr. Co. is closed. The Farmers Elvtr. & Fuel Co. has been doing business for the past six months.—A. C. Brueske, agt. St. Anthony & Dakota Elvtr. Co.

Tunbridge, N. D.—The Upland Grain Co. has not had its house open for the past two years as a receiver has been appointed. Headquarters is at Knox, N. D.—L. A. Larson, mgr. Tunbridge Farmers Elvtr. Co.

Lovell sta. (Cooperstown p. o.), N. D.—A. M. Detwiler is agt. for the Acme Grain Co., succeeding N. C. Baker. I am agt. for the Great Western Grain Co., having succeeded Wm. Robertson.—R. H. Pratt.

McClusky, N. D.—J. A. Herr has succeeded A. M. Wentz as agt. for the Regan & Lyness Elvtr. Co. The elvtr. belonging to Geo. Sattler is not in operation this year.—J. H. Franz, agt. Andrews Grain Co.

Regent, N. D.—G. A. Steadis agt. for the Empire Elvtr. Co., having succeeded F. T. Schnebby. I have succeeded D. C. Harrington as mgr. for the Regent Co-operative Equity Exchange.—Axel E. Borg.

Mohall, N. D.—The elvtr. of T. H. Tolan has been sold and is not in operation. A. G. Auth has bot the elvtr. of the Winter-Truesdale-Ames Co. and is acting as mgr.—J. T. Hanson, mgr., Gunderson Elvtr. Co.

Webster, N. D.—Theo. Thompson has succeeded G. Iverson as agt. for the Farmers Grain Co. W. H. Belford is agt. for the St. Anthony & Dakota Elvtr. Co.—F. B. Chedester, agt. Winter-Truesdale-Ames Co.

Upham, N. D.—The elvtr. of the John D. Gruber Co. is closed. The elvtrs. of the Imperial Elvtr. Co. and the St. Anthony & Dakota Elvtr. Co. are also closed.—John McPherson, mgr. Upham Farmers Elvtr. Co.

Cooperstown, N. D.—The Farmers Elvtr. Co. has been dissolved and a new organization formed on a co-operative plan which has assumed the liabilities of the defunct company. Edward Michaelis is treas.

Oriska, N. D.—C. F. Scheen is agt. for the Acme Grain Co., succeeding S. F. Wagner. L. E. Wolfley is agt. for the Andrews Grain Co. and Nick Barnd is agt. for the Monarch Elvtr. Co.—E. B. Nelson.

Bowman, N. D.—John Hodson has succeeded Sam Ellenbaum as agt. for the Geo. C. Bagley Elvtr. Co. I am mgr. for the Rippe Grain & Milling Co. which has bot the plant of the Bowman Mill Co.—W. H. Walter.

Mekinock, N. D.—O. Grande has succeeded Mr. Berg as agt. for the Andrews Grain Co. Z. Monda is mgr. for the Mekinock Farmers Elvtr. Co. and I am agt. for the Monarch Elvtr. Co.—G. H. Hansen.

Walum, N. D.—The Consolidated Elvtr. Co. which took over the plant of the North Dakota Grain Co. is not operating its elvtr. I have succeeded John C. Stein as agt. for the Great Western Grain Co.—J. W. Canfield.

Leeds, N. D.—S. S. Stone is agt. for the Cargill Elvtr. Co. which has bot the elvtr. of the Thorpe Elvtr. Co. J. Henneritta is not buying grain this year. I am agt. for the Great Western Grain Co.—W. C. Wharton.

Ray, N. D.—S. Herman is agt. for the Ray Elvtr. Co. The Occident Elvtr. Co. has taken over the business of the Western Lumber & Grain Co. E. J. Remillard is agt.—D. W. O'Connell, agt. Victoria Elvtr. Co.

Niobe, N. D.—The elvtrs. of the Rugby Elvtr. Co. and the St. Anthony & Dakota Elvtr. Co. are closed. V. A. Flecten is mgr. for the Niobe Farmers Co-op. Elvtr. Co.—G. F. McDonald, mgr. W. J. Evans Elvtr. Co.

Zahl, N. D.—Jake Narveson is mgr. for the Scoris Farmers Elvtr. Co. The National Elvtr. Co. has taken over the plant of O. O. Hizer. Ole Swentson is agt. I am agt. for the Occident Elvtr. Co.—H. L. Larson.

Nanson, N. D.—Alfred Holmly is now mgr. for the Farmers Elvtr. Co. succeeding S. Johnson. C. C. Guss is agt. for the Great Western Grain Co. and I am agt. for the St. Anthony & Dakota Elvtr. Co.—Robert Rahrer.

Kathryn, N. D.—The elvtr. of the Kathryn Farmers Mutual Elvtr. Co. at this place is under the management of C. M. Olson. Martin Olsberg is agt. for the Andrews Grain Co.—Kathryn Farmers Mutual Elvtr. Co.

Oakes, N. D.—The Oakes Equity Exchange has bot the elvtr. of the Knox Grain Co. M. O. Jacobs is mgr. The Royal Elk Mfg. Co. has sold its business to the Baldwin Mfg. Co.—J. H. Coulter, agt., Atlantic Elvtr. Co.

Revere, N. D.—Chas. Sweet is agt. for the Minnekota Elvtr. Co. He was formerly its agt. at Sawyer, N. D., and succeeds Chas. Elliott who is in the Y. M. C. A. service in France.—St. Anthony & Dakota Elvtr. Co., Ferd Olsen, agt.

Truro Sta. (Lansford p. o.), N. D.—The elvtr. of the Cargill Elvtr. Co. has been closed for some time. This elvtr. will be closed as soon as cars can be secured to load the grain out.—Jas. Nelson, agt. St. Anthony & Dakota Elvtr. Co.

Regan, N. D.—Mr. O'Shea is acting mgr. for the Andrews Grain Co., A. B. Greenfield, former mgr., having gone to Idaho. A permanent mgr. will be appointed later. I am agt. for the Monarch Elvtr. Co., having succeeded E. J. Pravda.—B. E. Piereson.



Whitman, N. D.—H. Shols has succeeded Jens Peterson as agt. for the Atlantic Elvtr. Co. E. G. Ponzor is mgr. for the Equity Elvtr. & Trading Co. and I have succeeded Will Kanges as agt. for the Northland Elvtr. Co.—John Bazal.

South Heart, N. D.—J. Christianson is agt. for the Occident Elvtr. Co., having succeeded J. J. Wyseki. The N. J. Steffen Elvtr. Co. with headquarters at Belfield is not operating its elvtr. here this season.—B. J. Steffen, mgr. Farmers Grain Co.

Willow City, N. D.—Fred Holz is agt. for the Brown Valley Farmers Elvtr. Co. Mr. Keenan is agt. for the Great Western Grain Co. O. Johnson succeeds Robert Cooper as agt. for the St. Anthony & Dakota Elvtr. Co. I am mgr. for the Willow City Farmers Elvtr. Co.—J. F. Steiner.

Concrete, N. D.—Following are the officers of the Farmers Elvtr. Co. recently incorporated: J. S. Staples, pres.; Frank Hooley, vice-pres.; D. J. Larson, sec'y; J. F. Creelman, treas.; J. Staples, F. Hooley, D. Cleary, W. E. Melville, Wm. Armstrong, R. J. Baulig and O. H. McKechney, directors.

Tolna, N. D.—S. G. Berg has succeeded Henry Deehr as mgr. for the Tolna Farmers Elvtr. Co. Dan Lundgren is mgr. for the International Elvtr. Co. which has taken over the business of the Tolna Grain Co. and I have succeeded S. G. Berg as agt. for the National Elvtr. Co.—C. E. Lind.

Sherwood, N. D.—The elvtr. of the Cargill Elvtr. Co. is closed. E. Arnesan is agt. for the St. Anthony & Dakota Elvtr. Co. having taken the place of J. C. Heger. W. A. Coutts has succeeded me as agt. for the National Elvtr. Co.—Thos. M. Mrachek, mgr. Sherwood Farmers Co-op. Elvtr. Co.

Dazey, N. D.—D. M. Callahan is agt. for the Cargill Elvtr. Co. at elvtr. No. 2 which the company recently took over from the North Dakota Grain Co. The elvtr. operated by the Rasmussen Elvtr. Co. has been closed. Mr. Larson is agt. for the Farmers Elvtr. Co.—E. F. Conley, agt. Cargill Elvtr. No. 1.

Mylo, N. D.—C. F. Simons has succeeded F. R. Bock as agt. for the Atlantic Elvtr. Co. Robert Smith has taken the place of A. Poyzer as mgr. for the Farmers Elvtr. Co. Frank R. Bock is agt. for the J. G. Mundy Elvtr. Co. I have taken the place of G. C. Cline as mgr. for the Northland Elvtr. Co.—L. M. Kopan.

Lithia Sta. (Christine p. o.), N. D.—On Sept. 24, our elvtr. went thro its foundation and slid off on the ground to one side, wrecking the house. It was torn down and replaced with an up to date elvtr. which was completed in less than five weeks after the accident.—A. J. Schmitz, agt. National Elvtr. Co.

Loma, N. D.—The Loma Grain Co. bot the elvtr. formerly operated by the Atlantic Elvtr. Co. Some improvements have been made at the plant, one being the installation of a lighting system. It is an independent company. R. Rosholt is mgr. C. S. Stegel is agt. for the Woodworth Elvtr. Co. having succeeded L. Hoseney.—Henry Haugland, agt. Northland Elvtr. Co.

Langdon, N. D.—The elvtr. of J. B. Boyd has been closed for two years. A. Tolen has succeeded J. John Power as mgr. for the Langdon Farmers Elvtr. Co. J. Kelner is agt. for the Cargill Elvtr. Co. which is operating the elvtr. of the Northwestern Elvtr. Co. under lease, succeeding Thos. Brady. I have succeeded O. D. Patterson as agt. for the St. Anthony & Dakota Elvtr. Co.—H. W. Davis.

Barlow, N. D.—John Holth is agt. for the Acme Grain Co. succeeding Joe Edginger. E. F. Roach has succeeded L. R. Whiting as agt. for the Powers Elvtr. Co. Joe Edginger has taken the place of N. J. Semmens as mgr. for the Barlow Grain & Stock Exchange, and I have succeeded W. H. Bowman as agt. for the Monarch Elvtr. Co. Hatch Bros. and Louis Mortenson were the only scoop shovelers at this station this fall.—Elias Tonning.

Osnabrook, N. D.—H. Musgjerd has succeeded Iver L. Dahl as agt. for the Imperial Elvtr. Co. S. Sonstegard is agt. for the St. Anthony & Dakota Elvtr. Co. I have taken the place of Henry Gunderson as mgr. for the Osnabrook Farmers Elvtr. Co.—Joseph Paulson.

Kuroki, N. D.—The Supreme Court of North Dakota has decided in favor of Mrs. E. G. Auth and against the Kuroki Elvtr. Co. and the Farmers Elvtr. Co. to recover the value of wheat delivered to the elevators on which payment was refused because the operators of the elevators had turned over the proceeds to satisfy a thresher's lien assigned to the People's State Bank of Westhope. The elevator companies lost the case because they failed to show that the thresherman was entitled to a lien.

## OHIO

Burkettsville, O.—I am mgr. for the Burkettsville Grain Co.—John Homan.

Anderson, O.—Geo. McCalla of Brownsville is a scoop shoveler here.—Anderson & Bro.

Bolivar, O.—C. J. Pfau operates the only elvtr. at this station. All others are scoopers.

Fremont, O.—The Fremont Elvtr. Co. has gone out of business.—W. A. Cox, Cox Flour Mill Co.

Mansfield, O.—Aungst Bros. & Sprang have taken over the business of Gilbert & Co.—Cline & Nelson.

Shiloh, O.—I have succeeded Wm. Fritz as mgr. for the Shiloh Equity Exchange Co.—R. C. Domer.

Arcanum, O.—I have succeeded W. M. Whaley as mgr. for the Arcanum Mlg. Co.—S. S. Stevenson.

Rudolph, O.—I am mgr. for the Liberty Grain Co., having succeeded H. J. Rudolph.—R. O. Zimmerman.

Parkertown, O.—I am mgr. for Irvin T. Fangbner Co., having succeeded C. C. House.—Albert L. Dorr.

Ada, O.—Scoopers are busy at this place. The Ada Grain Co. operates the only elvtr. I am mgr.—J. D. Judkins.

Washington C. H., O.—Cissna & Co. have taken over the plant of S. H. Cissna & Son. Virgil Vincent is mgr.—G. E. Lloyd.

Columbia, O.—We have closed our elvtr. here as the railroad on this line has been taken up.—Sears & Decker, Props. Columbia Grain Co.

Pemberton, O.—I have recently discontinued the use of my steam plant and have equipped my elvtr. with electric motors.—J. W. Simmons.

Canton, O.—C. G. Hurbruch is receiver for the C. Neely Co. I am pres. and general mgr. of Letherman-Gehman & Co.—Geo. M. Letherman.

Kenton, O.—Since the burning of The Brick Mill owned by Wm. Rish a few months ago the business has been discontinued.—W. B. Gramlich.

Springfield, O.—L. H. Johnson has retired from the grain and feed business. He is using his building for storage.—W. E. Tuttle, mgr. W. E. Tuttle & Co.

Norwalk, O.—Finley Hester has bot the lot adjoining the N. Y. C. tracks, but work on the elvtr. which he will build has not yet begun.—Mead & Woodward.

Waynesville, O.—The name of the town Corwin has been changed to Waynesville. We have dealt in wheat, corn, rye, hay and straw for the past 12 years.—Younce Bros.

Standley Sta. (Florida p. o.), O.—I have been in the grain business since April 1, 1918, when I took over the business of Long & Hammon.—L. F. Hammon, Florida, O.

Mt. Blanchard, O.—The Mt. Blanchard Farmers Elvtr. Co. is erecting a cement block building, 20x26 feet, east of its main building which will be used for an engine room. The feed grinder will also be installed there.

Forest, O.—W. E. Beagle has succeeded A. B. Shafer as mgr. for the Sneath-Cunningham Co.—Ash & Poling.

Marion, O.—O. V. Riley, formerly a member of the Boyer-Riley Grain & Hay Co., at Bloomington, O., is now associated with the Midland Mutual Life Insurance Co.

Greenville, O.—Floyd Kerwood is mgr. for the Greenville Mlg. & Elvtr. Co. G. W. Mendenhall has succeeded Teegarden & Mendenhall.—E. A. Grubbs, E. A. Grubbs Grain Co.

Cavett, O.—I have succeeded Chas. Holterbaugh as mgr. of the Cavett Equity Exchange. Scoop shovel men here are Shaffer & Shaffer and Holmes & Yoh.—C. W. Collins.

Delphos, O.—We have erected a building for flour, feed and seed storage and also have equipped part of the building for handling grain.—Garman Grain Co., A. L. Garman, mgr.

Ashville, O.—We have added a drier and bins which have enlarged our capacity to about 45,000 bus. The Scioto Grain Co. has also installed a drier.—J. H. Sark, mgr. Ashville Grain Co.

Hamilton, O.—The American Malting Co. has discontinued business and the plant is closed. The plant of the Edw. Shongren Malting Co. is also closed.—F. E. Barker, mgr. Carr Mlg. Co.

Willard, O.—We have changed the name of our town from Chicago Junction to Willard. Heisler Bros. have bot the plant of A. N. Richardson & Son.—Willard (formerly Chicago) Roller Mills.

South Solon, O.—The elvtr. being erected by the farmers of this district will not be completed in time for the movement of new corn. Machinery ordered months ago has not been received yet.

Bloomington, O.—E. W. Boyer has bot O. V. Riley's interest in the Boyer-Riley Grain & Hay Co.'s elvtr. and will conduct the business at the same stand. Chas. Hinamon will continue to be his ass't.

Cincinnati, O.—Two indictments pending against the officers of the Ferger Grain Co. on a charge of forging Bs/L have been dismissed as the result of a decision rendered recently by the United States District Judge Hollister.

Geneva, O.—The Farmers Co-Operative Ass'n has bot the plant of the Geneva Milling Co. formerly operated by us. Roy Parker is mgr. That company and ourselves are the regular dealers here.—G. N. Surridge, Geneva Milling Co.

Hamler, O.—The Hamler Co-Operative Grain Co. has succeeded the Hamler Grain & Stock Co. Incorporated with capital stock of \$40,000. Officers: Paul Peterson, pres.; H. H. Meyers, treas.; H. F. Arps, sec'y.—A. Ringlein, Jr., mgr.

Piqua, O.—We are just starting in the commercial grain business. We have installed a new wagon dump and scale and will handle corn and oats. We also have a kiln for drying corn either on the ear or shelled.—The Piqua Malt Co.

Toledo, O.—M. W. Murphy, floor representative for E. W. Wagner & Co. on the Produce Exchange, has resigned to take a position with the Citizen's Security Co. His membership has been transferred to T. C. Burke who comes here from the firm's Chicago offices.

Toledo, O.—The elvtr. and storage house which the Toledo Fuel Co. recently purchased from the Toledo Elvtr. Co. will be offered to the government. The plant consists of a large engine house and a number of tanks with a capacity of 100,000 bus. Later, the plant will be used as a coal yard.

West Unity, O.—During the night of Nov. 13 thieves entered my elvtr. by breaking in the door and stole 10 bags of clover seed valued at more than \$600. It was carried to the road by the thieves, who evidently took it away in an auto or truck, as we used a bloodhound and he could only track them to the main road.—H. C. Dachsteiner.



## OKLAHOMA

Coalgate, Okla.—We are retiring from the grain business.—Coalgate Grain Co.

Bartlesville, Okla.—I have abandoned my plans for the immediate erection of an elvtr.—W. L. Morton.

Komalty, Okla.—The Drennan Elvtr. Co. has bot the elvtr. formerly operated by Shepherd & Son.—Wm. Taylor, mgr.

Chattanooga, Okla.—The elvtr. of the Black Grain Co. is closed for the season on account of the total failure of the wheat crop this year.—D. C. Haskin, agt.

Jefferson, Okla.—Morrison Bros. Mill will erect a new \$150,000 flour mill. It will be 26x36 feet and will be of brick and reinforced concrete. C. G. Morrison is pres. and C. J. Morrison is sec'y-mgr.

## OREGON

Fulton sta. (Pendleton p. o.), Ore.—The Farmers Union Grain Agency has built a concrete elvtr. It is the only one here. It also operates two warehouses for sacked grain. H. W. Collins also has a warehouse for sacked grain.—X.

Klamath Falls, Ore.—The flour mill which Martin Bros. have erected in addition to their large new elvtr. and concrete warehouse is nearly ready to begin operations. The mill is of reinforced concrete and is built on the site of the old one which was destroyed by fire during the I. W. W. disturbances last summer. The cost of the mill is about \$50,000.

Portland, Ore.—Construction work will begin at once on the new flouring mill of the Globe Grain & Mlg. Co. as the result of the removal of restrictions on building operations. The new mill will be of reinforced concrete and will adjoin the bulk grain tanks and docks. The machinery will be up to date and it will have a capacity of 2,000 bbls. per day. It is expected that it will be ready for business in four months.

## PENNSYLVANIA

Coburn, Pa.—Our elvtr. is operating as the Coburn Grain & Creamery Co. We deal in carload lots exclusively.—Coburn Grain & Creamery Co.

## PHILADELPHIA LETTER.

A. Judson Stites, grain dealer, is recovering from a stroke of apoplexy.

J. W. Harry Jenkins, formerly salesman for Richardson Bros., feed and flour dealers, and more recently chief yeoman in the U. S. N. R., died the last week in Oct.

Frank J. Montmore, salesman for the grain firm of Richardson Bros., suffered the loss of his wife, Oct. 28. Her death occurred two weeks after the birth of a son.

John Lynn, for a quarter of a century a grain inspector under former Chief Inspector John O. Foering and more recently ass't to the late chief inspector, Alexander Downing, has been appointed by the Commercial Exchange to fill the vacancy caused by Mr. Downing's death.

## SOUTH DAKOTA

Colman, S. D.—C. H. Allen, of Snyder & Allen, has disposed of his elvtr. business.

Chelsea, S. D.—H. F. Bittner is now agt. for C. W. Derr of Mitchell, S. D., who operates an elvtr. here.

Parkston, S. D.—John Doering, mgr. for the South Dakota Grain Co. and a member of the firm of Zehnppennig & Doering, which operates an elvtr. here, died Oct. 31 after a brief illness of pneumonia.

Yankton, S. D.—The elvtr. which the Farmers Union Co-operative Ass'n has under construction is nearly completed. The building which has a capacity of 35,000 bus. is one of the few in the state of reinforced concrete. The cost will be in the neighborhood of \$25,000. It is expected that it will be ready to receive grain by Dec. 1.

Sioux Falls, S. D.—Wm. J. Buttschau, formerly pres. of the Globe Grain Co., which was dissolved recently, has gone to Mission, Tex., for his health. He expects to go into the grain business again later.

## SOUTHEAST

Montgomery, Ala.—I have succeeded C. H. Dow & Co., merchandise brokers.—D. S. Marcus.

Elm Grove, W. Va.—Henry H. Hornbrook, sec'y and treas. of the Elm Grove Mlg. Co., and vice-pres. of the Trimble, Lutz Co., died Nov. 14.

Cordele, Ga.—The Georgia Elvtr. & Peanut Corporation incorporated; capital stock, \$25,000; incorporators, J. T. Haile, J. R. Kelly and J. M. Hunt. The company will operate a grain elvtr., peanut mills, shellers, etc.

Quitman, Ga.—The new elvtr. recently completed by the Thomas Elvtr. Co. was destroyed by fire Nov. 2. The fire started in a negro house and was communicated to the elvtr. which was entirely consumed together with its contents.

Dublin, Ga.—We will erect a 30,000-bu. grain elvtr. for handling grain, corn, velvet beans, peas and peanuts. This is a new enterprise, building and all. We have secured 50 acres of land on railroad and river for this and milling industries that will logically come. Water connections will be had with Brunswick, Ga., thus assuring low freight rates.—Farmers Co-Op. Ass'n, C. H. Kittrell, pres.

## TENNESSEE

Memphis, Tenn.—It is our understanding that an elvtr. is to be constructed of 50,000 bus. capacity, located on the Union Ry. The interested parties are Marshall Mott and H. B. Nedaroy. They have bot new machinery and are now waiting permission to build.—Memphis Chamber of Commerce, Mark Fenton, Industrial Commissioner.

## TEXAS

Sherman, Tex.—Victor H. Adamson, sec'y of the Chapman Milling Co., died Nov. 7. He was 25 years old.

Marshall, Tex.—The Marshall Mill & Elvtr. has all of the machinery for its new plant on hand now and it will soon be in running order.

Fort Worth, Tex.—Applications have been filed against the Officer-Smith Grain Co. and the Union Grain Co. asking that they be declared bankrupt.

Claude, Tex.—J. W. Weeks has again been joined by his old partner and the firm is now Weeks & Bagwell.—H. B. Dorsey, sec'y Texas Grain Dealers Ass'n.

San Antonio, Tex.—The large warehouse of the Pendleton Grain Co. was almost destroyed by fire recently. The loss is estimated at from \$12,000 to \$15,000.

Sherman, Tex.—A. B. Cowan, for two years a member of the Arbitration Com'te of the Texas Grain Dealers Ass'n and for one year chairman of the Com'te, died recently of pneumonia.

San Antonio, Tex.—The formal opening of the Grain Exchange, recently organized by local grain dealers and millers, occurred Nov. 9. A banquet that night was attended by a large number of dealers of the section tributary to this city, the principal speakers being E. L. Morris, division grain supervisor in charge of the division which includes this territory, and E. C. Munn, formerly supervisor at Oklahoma City.

## UTAH

Salt Lake City, Utah.—The Globe Grain & Mlg. Co. will build a reinforced concrete, 2,000-bbl. flour mill here, work on which will be pushed as rapidly as possible.

## WASHINGTON

Walla Walla, Wash.—The Farmers Agency operates a large concrete elvtr.

Kahlotus, Wash.—I have succeeded Logan E. Perry as mgr. for the Kahlotus Grain & Supply Co.—E. L. Cline.

Odessa, Wash.—The elvtr. formerly operated by A. Solberg has been closed for some time.—Odessa Union W. Co., Sol. Reiman, mgr.

West Walla Walla, Wash.—A recent report that the Sleman Elvtr. Co. had completed a 35,000-bu. cribbed elvtr. is erroneous as there is no firm of that name here.—X.

Spokane, Wash.—The Palmerton, Moore Grain Co. has increased its capital stock from \$25,000 to \$50,000. Members of the corporation are J. L. Neil, H. E. Palmer-ton and F. C. Moore. The company has offices at Rosalie, Oakesdale, Colfax and Pullman and warehouses in eight towns of the Palouse.

Seattle, Wash.—Gordon T. Shaw, formerly mgr. for the Albers Bros. Mlg. Co. at Spokane, and more recently at this place, has entered business as a grain broker representing the International Grain Co. of Minneapolis. Mr. Shaw left the Albers Mlg. Co. in July to enter the navy, but was rejected on account of defective hearing.

Tacoma, Wash.—The Sperry Flour Co. is installing in connection with its new elvtr. a pneumatic system for handling bulk and sacked wheat direct from cars to scale garners. The new system will handle 2,000 bus. of wheat an hour raising it 75 feet vertically and carrying it 400 feet horizontally. The suction pipe is 12 inches in diameter. Two 100-h.p. motors will drive two blowers discharging 10,000 cubic feet per minute under a pressure of 5 to 8 pounds.

## WISCONSIN

De Pere, Wis.—W. W. Winegard, for several years agt. for the Cargill Elvtr. and subsequently associated with E. W. Persons in the general merchandise and grain business at this point, died recently at Green Bay as the result of a fall from a ladder. His skull was fractured. An operation was performed but was unsuccessful.

## MILWAUKEE LETTER.

F. H. Foy has been elected to membership in the Chamber of Commerce.

Wm. Rademacher, a member of the Chamber of Commerce, died a few days ago.

Rules for grading and trading in dried peas have been adopted by the Chamber of Commerce, and the following have been appointed a com'te to serve until April, 1919, as a com'te on arbitration of dried peas: John V. Lauer, Charles F. Coughlin, William F. Lodde, M. H. Kleser and L. J. Beck.

## WYOMING

Moorecroft, Wyo.—An elvtr. is being built.

THE CHIEF REASON for the small shipments of grain from the head of the lakes is on account of the eastern elevators being filled with American grain and the many regulations issued by the Board of Grain Supervisors that will not permit free and unrestricted trading.—Chas. Birkett, sec'y Fort William Grain Exchange.

INVESTIGATION is being made by federal authorities of a complaint by the Eastern Grain Co. of Bangor, Me., that a carload of oats shipped from Chicago to Jackman, Me., for that concern was found to have a liberal admixture of sharp tin "points" such as are used by glaziers. An alien enemy plot is suspected. As this mixture would be fatal to cattle, the oats will be fed to hens.—S.



## The World's Food Problems.

We take the following from an address delivered by Mr. Hoover to the special conference of Federal Food Administrators held recently in Washington. This address is of timely interest in as much as it covers some of the world food problems presented by the collapse of the war. It is America's mission, our opportunity to serve.

We have now to consider a new world situation in food. We have to frankly survey Europe. A Europe of which a large part is either in ruins or in social conflagration; a Europe with degenerated soils and depleted herds; a Europe with the whole of its population on rations or varying degrees of privation and large numbers who have been under the German heel actually starving. The group of gamblers in human life who have done this thing are now in cowardly flight, leaving anarchy and famine to millions of helpless people. We have also to survey the situation in the exporting nations of the world, to see what can be done to redeem this mass of humanity back to health and to social order.

Up to the collapse of the Germans the world that is allied against Germany has depended upon the North American continent for the margins of food that maintain their strength against the common enemy. The loss of shipping and the increased demands for transportation of our ever growing army had isolated the stores of food in the Southern Hemisphere and the Far East. Within sixty days the world should begin to release cargo ships from military duty and to send them further afield for food, and before the next harvest arrives the entire world's food supply should be accessible. On the other hand, the cessation of hostilities will create an enormously increased demand for food and we must be deeply concerned that the starving millions who have been liberated from the German yoke shall have such supplies as will enable them to return to health and prosperity. The war has been brought to an end in no small measure by starvation itself and it cannot be our business to maintain starvation after peace.

All these considerations must change our domestic food policies, and this opens to us as a nation an obligation and an opportunity of service.

We must now take an account of the whole food resources of the world and we must take an account of the total demands. We must consider carefully how this situation reacts upon our people. We must consider our national duty in the matter and we must make such changes in our policies as are fitting to the new situation. We have thus a new orientation of the whole food problem and it is an orientation that affects every one of the great groups of commodities in a different manner.

**The World's Supplies:** It has been part of the duty of the Food Administration to keep informed as to the situation in world supplies. I will not trouble you with the details country by country, nor commodity by commodity. The matter of prime interest to us is how much of each commodity the exporting countries can furnish between now and next harvest and how much is necessary to the importing countries in which we have a vital interest, in order to maintain health and public order in the world.

We have computed the export countries' supplies on the basis of the avoidance of waste and we have assumed for the importing countries stringent war consumptions with additions such as we consider will preserve health and order. In these circumstances we make the world's balance sheet in the different great groups of commodities approximately as follows until next harvest:

Wheat and Rye—Sufficient supplies with economy in consumption.

High Protein Feeds (for dairy animals)—A shortage of about 3,000,000 tons.

Other Feeds—Sufficient supplies with economy in consumption.

Beans, Pease and Rice—Sufficient supplies with economy in consumption.

Pork Products, Dairy Products, Vegetable Oils—A shortage of about three billion pounds.

Beef—Sufficient supplies to load all refrigerating ships' capacity.

Sugar—Sufficient supplies for our normal consumption if other nations retain their present short rations. A shortage if they increase their rations.

Coffee—A surplus.

Of all these foods, except possibly protein feeds, we have a sufficiency for our own people and in many of them large surpluses. Of the world total to produce the above results, we are estimating North America will furnish rather more than sixty per cent and that the United States, including the West Indies, will be in position to furnish a total of about 20,000,000 tons of food of all kinds, for export against our pre-European war exports of, say, 6,000,000 tons.

Calculations of this order are vitally necessary if we are to intelligently guide the policies in the United States. On the other hand, all such calculations are based upon assumptions as to transportation, production and consumption which may be subject to great disturbance and distortion during the reconstruction period.

In the matter of wheat and rye, the large supplies that have accumulated in the Argentine, Australia and other inaccessible markets appear to us to supplement the stores of clear wheat bread for the world. It will, however, require a continued high percentage of milling with continuous economy in consumption and the elimination of waste. Here directly arises a change in our policies, for we are able from now on to abandon the use of substitutes in our wheat loaf. The world's supply of wheat at this juncture is a priceless blessing, for, while bread comprises but 25% of our national diet, the food of Europe is from 50% to 60% sheer bread. The large harvest that we have here this year is to a large degree the result of the guaranteed price and we may rightly be proud that our production and conservation policies have provided the necessary margins to the world, of its daily bread.

We can export, together with other surplus countries, an apparent sufficiency of the coarse grains for feeding purposes; that is, of oats, barley and corn. On the other hand, there is a world shortage of high protein feeds, that is the wheat feeds, the seed and bean meals, upon which the dairy production of the world, and particularly of Europe, so considerably depend. This shortage extends to the United States and, in our case, is due largely to the necessary diversion of cotton-seed meal to use as fertilizers and, to some degree, to our shortage in wheat millfeeds, due to our hitherto reduced use of wheat flour. This latter will be somewhat corrected by the elimination of substitutes in our bread. Thus the change in world conditions should somewhat ameliorate our dairy feed situation.

\* \* \* \* \*

**Future of the Food Administration:** That portion of our work under the Lever Act revolves largely around the curtailment of speculation and profiteering. This Act expires at the signing of peace with Germany and as it represents a type of legislation only justified under war conditions, I do not expect to see its renewal. It has proved of vital importance under the economic currents and psychology of war. I do not consider it as of such usefulness in the economic currents and psychology of peace. Furthermore, it is my belief that the tendency of all such legislation except in war is to an over degree to strike at the roots of individual initiative. We have secured its execution during the war as to the willing co-operation of 95% of the trades of the country but under peace conditions it would degenerate into an harassing blue law.

**The other functions of Food Administration** must continue. Some organization must be continued or some organization must be set up to guide our distribution of food abroad, if it shall reach the most deserving and the most necessitous. This implies a large knowledge of European and foreign conditions and can only be founded on continued expansive organization. The vast purchases for export are now all in the hands of governments, many of them acting in common and their powers in buying could, if misused, ruin our producers, or, alternatively, do infinite harm to our consumers. An utter chaos of speculation and profiteering would reign if these buyers were not co-ordinated and controlled.

Someone must co-ordinate the internal transportation of these large exports with our domestic distribution if we are not to entangle our domestic supplies and are to have effective handling in our ports. Someone must co-operate with the Shipping Board in the provision of overseas tonnage. Someone must organize our own needed imports of sugar, coffee and vegetable oils. Someone must stimulate and guide our people in their desire to help in this war against famine. It is in these directions that the future of some kind of Food Administration lies. An organization is now called upon to fight against famine.

Fortunately I believe this new war on privation finds its own peace at next harvest. What the constitution of this organization is to be must be developed with thought and care. In any event the government must have the continued service and help of you who are tried and experienced.

## Grain Corporation to Buy the Substitutes.

Washington, D. C., Nov. 22.—Instructions will go forward in a few days to zone agents detailing the procedure in buying substitutes left in dealers hands by the abandonment of Victory flour.

The maximum prices that will be allowed delivered at the seaboard are, Victory flour, \$10.50; barley flour, \$8; straight rye, \$9; dark rye flour, \$7.50, and white corn flour, \$8.50. No others than those named will be bot for the present, and not less than carload lots. No product will be accepted if milled after Nov. 15, and no purchase will be made of cereals in damaged condition. Offers must be made by Dec. 20.

## Shippers to Benefit by Change in Senate Control.

Senator Cummins of Iowa, author of the Cummins Amendment to the Interstate Commerce Act which prevents the railroad corporations from unjustly limiting their liability, and well known as a champion of the rights of the shipping public, under the rules of seniority prevailing in the Senate of the United States and with the control shifted to the other political party by the election of Nov. 5, is expected to succeed Smith of South Carolina as chairman of the important com'te on interstate commerce, having jurisdiction over government controlled railroads and telephone and telegraph companies.

The present railroad administration has been planning the enforcement of regulations on the presentation of claims and their payment by the railroads that smack too much of the one-sided, arbitrary and secretly prepared method in vogue under the former private control. Mr. Cummins can be trusted to look into this and curb any tendency by the railroad administration or the Interstate Commerce Commission to override the rights of the shippers.

JULIUS H. BARNES will accompany Herbert Hoover, it is said, on his trip to Europe, to direct the distribution of United States cereals.

THE HEARING on the tentative oats standards, which was to have been held at Kansas City Oct. 28 was canceled on account of the epidemic of influenza. An informal meeting was held in the office of Federal Supervisor R. T. Miles and suggestions were received from grain dealers as to the new grades. Geo. Livingston and E. G. Boerner, of the Bureau of Markets, were present.

Less than two-thirds of the premiums paid to the marine section of the war risk insurance bureau have been needed to pay losses. A report filed Oct. 26 showed that, between Sept. 2, 1914, and Oct. 15, 1918, insurance in the amount of \$1,846,497,000 was written on ships and their cargoes, the premium payments on the 24,990 policies being \$45,825,000 and the losses \$29,775,000, the profit to the government being \$16,050,000. The cost of administering the marine insurance for the 4 years was \$140,000 and the seamen's life insurance \$33,000.



## Supply Trade

CHICAGO, ILL.—The H. Channon Co. has recently issued a November discount book applying to list prices in its catalog No. 80.

SPRINGFIELD, O.—The Superior Gas Engine Co. has completed an addition to its plant, and now has another addition under construction. A new foundry is contemplated.

REMOVAL of all remaining restrictions on non-war construction was announced Nov. 21 by Chairman Baruch of the War Industries Board. All building operations of whatever nature may now proceed without permits.

CARL F. YOUNGLOVE, son of J. F. Younglove, of the Younglove Construction Co., is now in military service at Camp Taylor. In a recent letter he stated that he expects to be mustered out soon and to be permitted to return to his home.

A POCKET CALENDAR, fitted with memorandum pages from which pencil marks may be erased easily, is being distributed to the trade by the Richardson Scale Co. Readers of the Journal may obtain one by addressing the company at any of its offices.

It is but ordinary common sense that the firms that will reap the harvest of big business in the struggle that is to come will be the firms that are today planting the seeds of this same big business thru advertising.—*H. R. Doughty, in Advertising and Selling.*

A COM'ITE representing producers and refiners of copper agreed Nov. 15 with the War Industries Board to maintain the present rate of production and to preserve existing levels of prices and wages. Government regulation of prices and allocation of materials will continue, the entire agreement to remain in effect until Jan. 1. After the meeting a statement was given out for publication alleging that a great demand would develop for copper after the war, and that a foreign

government had made inquiry for 200,000 tons.

WASHINGTON, D. C.—E. B. Lehrack, formerly a supply salesman for the Huntley Mfg. Co., Silver Creek, N. Y., was married Oct. 18 to Miss Mildred Eyer at Dwight, Ill. Mr. Lehrack is now a draftsman in the army, stationed at Washington, where he and his bride will reside for the present.

ADDITIONS to the official staff of Fairbanks, Morse & Co. have been made by the election of R. H. Morse, C. W. Park and W. S. Hoover as vice-presidents. F. M. Boughey, who resigned as treasurer, was elected sec'y and comptroller, and W. E. Miller, who resigned as first vice-pres., was elected vice-pres. and treasurer.

IT IS EXPECTED that a decline of about 25% in the price of burlap will take place about May 1. Negotiations have been undertaken by the hemp and cordage section of the War Industries Board, the object being to secure a lower price on burlap from which binder twine and bags are made.

EXPRESS RATES will be increased Jan. 1, by a new order of Director General McAdoo so as to increase the revenue of the express companies \$24,000,000 annually. East of the Mississippi and north of the Ohio and Potomac rivers the new rates on merchandise will be about 17 cents per 100 pounds more than at present. The increase on food rates will be about 75 per cent.

A DECISION, quashing the indictment in the government's suit against Colgate & Co., and upholding a producer's right of refusal to sell, was given Oct. 29 by Judge Waddill of the United States District Court for the eastern district of Virginia. The case involved the question of a manufacturer's right to refuse to sell his product to a price cutter, and it was held, in part, that "price cutting would almost inevitably result in reducing the defendant's business in a given community, to only those engaged in that practice, and deprive it of the patronage of the great body of wholesalers and retailers engaged in what they believed to be a fair and legitimate conduct of their business. It by no means follows that, in the

end, the public would be benefited, as the price cutter could easily raise prices after the demoralization caused by his conduct had been brought about, and profit individually by so doing. What the public is interested in is that only reasonable and fair prices shall be charged, for what it buys, and it is not claimed that the defendant's manner of conducting its business has otherwise resulted."

WAUKEGAN, ILL.—The H. W. Johns-Manville Co. has purchased 255 acres of land near here and will erect a plant for the manufacture of asbestos and magnesia products. Construction will be started immediately, and the new plant which will be a duplicate of the company's plant at Manville, N. J., will cost \$3,000,000 and will have a total floor area of 1,250,000 square feet.

MANY PHASES of reconstruction will be taken up at the Reconstruction Conference of Industrial War Service Committees called by the Chamber of Commerce of the United States for December 3, 4, 5 and 6 at Atlantic City. The sudden termination of the war has brought reconstruction to the front as the one important problem today facing business men. In the congress of business interests at Atlantic City there is offered the opportunity for industry to assume the leadership in dealing with those questions which primarily affect business.

THE shifting of the greater part of our industry from war work to peace work is a gigantic task, and withal a delicate operation. The period of the transfer will be a time for patience, loyalty, forbearance—not a time to rock the boat. No one class can do more to contribute to the success of this operation, no one class can do more to make sure of the new prosperity that lies close at hand than can the workingman, and, no one class can do more to spoil that opportunity for the country and for himself than can the workingman.—*Advertising and Selling.*

### A New North Dakota Mill.

The mill illustrated herewith is the La Moure, N. D., plant of the Home Milling Co., and is one of a chain of five mills owned by the company. Each mill is equipped with an American Marvel Mill and the La Moure plant is equipped with a Richardson Oats Separator, Eureka Single Scourer, American Marvel Double Scourer, Eureka Friction Bran and Flour Packers, automatic roll scale, and a 9x24, two pair high roller feed mill. The plant is electrically operated.

A large portion of the business handled by the Home Milling Co. is exchange work. For each bushel of wheat delivered by the farmer he receives 40 lbs. of flour and 20 lbs. of bran and shorts, and he is charged 35c per bushel for grinding. The farmer thus realizes an extra profit on the wheat so exchanged, while the milling company receives fair compensation for its service. The mill is said to be running night and day at present and indications are said to point to a continuation of this full time operation for an indefinite period.

The establishment of a chain of small mills is becoming quite popular, as there are certain advantages to be derived from the united buying strength which this method of operation makes possible, and at the same time it gives to the management and the sales organization the advantages that are to be derived from quantity production.



Plant of the Home Milling Co., La Moure, N. D.



## Grain Carriers

THE EMBARGO on the shipment of coarse grains into Alberta has been canceled by the Canadian Board of Grain Supervisors, effective Nov. 18.

THE Grain Control Com'te is issuing permits more freely for the shipment of oats to Chicago, which are wanted there for loading into boats before navigation closes.

THE GRAND TRUNK embargo against acceptance of all east bound carlot freight originating at stations on its lines west of Toronto or from connecting lines has been modified to permit acceptance of grain and grain products.

PERMITS are now required for the shipment of grain to Argo, Matteson, and Riverdale, Ill., and Roby, Indiana Harbor, Hammond, North Hammond, and West Hammond, Ind., and on flaxseed to St. Paul or Minneapolis.

WE ARE ADVISED that the carriers have been instructed to consider Monday, Nov. 11, a legal holiday in the computation of demurrage and storage charges.—J. S. Brown, mgr. Transportation Department Chicago Board of Trade.

DEMURRAGE may be suspended only on recognized national and state holidays, the Railroad Administration ruled Nov. 16 in answer to applications from shippers for waiving of demurrage on municipal holidays for victory celebrations.

HENRY, NEB.—I have handled considerable wheat that was hauled 50 miles. This was done on account of shipping embargoes and it works a hardship on the farmers who must make the long hauls as they had hoped to get it moved before winter sets in.—C. K. Anderson.

TO DATE all applications for permits to ship grain to Chicago have been granted by the Control Com'te, and the Com'te is using the wires to facilitate advices to the country on account of the slow mail service. The outlet by lake enables the Chicago elevators to take care of all grain from the territory tributary to Chicago.

REPARATION in the amount of \$59.29 was awarded the Cincinnati Grain & Hay Co., of Cincinnati, O., in its complaint against the P. C. C. & St. L. R. R. as to the reasonableness of freight charges on a carload of bulk shelled corn shipped Dec. 30, 1915 from Rushville, Ind., to Pocahontas, Va., and reconsigned to Baltimore, Md.

ON ACCOUNT of a sudden falling off in the volume of business the car situation in the central west is so easy that shippers of almost any commodity can get cars, but congestion will arise at terminals if no control is exercised, as the ships are lacking. The other alternative is to reduce prices until producers are willing to hold at home.

CONSTITUTIONALITY of the federal control of railroads is questioned and the power of the director general of railroads is attacked in a brief filed in United States District Court in Toledo by attorneys for the Toledo, St. Louis & Western (Clover Leaf) Railroad. The brief is in answer to an order issued by Director General McAdoo to Walter L. Ross, receiver for the railroad, to purchase 1,250 freight cars at a cost of \$3,572,250. Stockholders of the company protested the order.

A STATEMENT issued Nov. 15 by the Railroad Administration showed that up to Oct. 1 the railroads had spent \$403,864,000 of the \$1,000,000,000 improvement program authorized by the Director General for 1918. Of this amount \$173,716,000 was spent for additions and betterments, including track improvements, machinery, buildings, wharves and terminals; \$216,186,000 for cars and locomotives, and only \$13,861,000 for new tracks.

ARRIVALS of carload export freight, including bulk grain and coal, at north Atlantic ports during October totaled 45,210 cars, while 42,665 cars, resulting in an increase of freight on hand, due principally to recent arrivals of government freight. There was also a slight increase of freight on hand at south Atlantic and Gulf ports. The estimated amount of export freight, exclusive of grain and coal, handled during October, was 57% greater than during October of last year.

THE LAKE STEAMER Chester A. Congdon, loaded with 390,000 bus. of western Canadian wheat being exported to the allies, went on the Canoe Rocks at Passage Island in Lake Superior Nov. 7. One lighter took off 30,000 bus. of her cargo, and the boat broke in two. The stern slipped off the rocks into water 200 feet deep and the forward part broke in pieces on the rock. The crew was rescued. The Congdon was owned by the Continental Steamship Co., and was a 10,000-ton, all steel steamer 532 feet in length. The loss was over \$1,500,000.

NEW YORK, N. Y.—Since the armistice was declared the shipping situation has shown decided improvement, tho it is yet somewhat early to realize direct benefit at the various Atlantic ports thru the clearing of wheat cargoes. Railroad elevators at this port are loaded to capacity, but it is said that steamers already arrived will be available shortly and decided relief experienced. This will result in a more liberal attitude on the part of the Grain Corporation toward the issuing of permits, and we confidently expect that the present embargo against them will be greatly modified within a few days. The same applies to rye also.—L. W. Forbell & Co.

A RATHER UTOPIAN condition is laid down by the Merchant Marine Com'te of the National Foreign Trade Council, in its report stating that "it is most important that the American should face his competitors under equal conditions. All that is needed is a fair field and no favor. As an incident of the international agreement and settlements soon to be worked out, the maritime nations should agree upon uniform regulations which will impose equal conditions and requirements upon all alike. Such an arrangement would insure that equality which will give everyone a fair chance." A difficulty confronting vessels under the U. S. flag, if they limit their crews to U. S. citizens at the rates of wages paid in the states, is that it will be impossible to compel foreign shipmasters to pay the same wage to Chinese, Japanese, Malay and Lascar crews, who never had such pay and do not expect it.

THE COUNTRY is coming into the market, especially in corn. Severe fluctuations can be expected until our trading restrictions are removed. The real test of the market will come when the new corn movement becomes general, but we don't look for that until the latter part of December.—W. H. Perrine & Co.

## Profits Allowable by the Food Administration.

BY CHAS. B. RILEY.

THE Federal Food Administration has authorized a *Maximum Net Profit* of 3% to all grain dealers, other than brokers and commission men, on the annual turnover of grain up to \$300,000 and 2% on gross sales above \$300,000. In order that grain dealers may be prepared to show the actual cost of handling their grain, by the year as contemplated, it will be necessary to keep their accounts so as to disclose the items indicated below. To assist in bringing about a correct method of doing this, we submit the outline below, the figures inserted being only by way of illustration:—

### Items.

1. Total net proceeds from sales (called the turnover) .....	\$200,000
2. Original cost of grain when purchased .....	\$190,000
3. Cost of year's business, as follows:	
a—Labor, including proprietor and manager's salaries .....	2,400
b—Fuel, oil and waste .....	150
c—Insurance on plant, grain and indemnity .....	150
d—Taxes—General, state, county and municipal .....	100
e—Upkeep and repair of plant, machinery, tools, equipment, etc. ....	300
f—Depreciation of plant and machinery .....	350
g—Office expense—Stationery, telephone, telegraph, traveling, light, fuel, etc. ....	100
h—Miscellaneous expenses not otherwise provided for, including rents, shrink. ....	450
i—Total cost of grain with expense of handling same added .....	\$194,000
j—Maximum profit allowable, 3% on total sales, shown by item 1 .....	6,000
k—Total cost, plus profits .....	\$200,000

NOTE 1. The total of item "i" should not exceed the total of Item 2, and it may be much less, especially if grain is not properly graded and bought and sold right.

NOTE 2. If any part of the above items of expense, including labor, result from handling other lines of business, the same should be pro-rated accordingly and charged to the other lines, then deducted from the total so the actual or approximate amount of expense of handling the grain will be properly charged thereto.

NOTE 3. The above calculation is based on a *gross margin* of 5% on selling price which would provide a gross margin of 10½c per bu. on wheat selling at \$2.15 F.O.B. or 6¾c per bu. gross margin on corn selling at \$1.35 per bu. F.O.B. and 3½c per bu. gross margin on oats selling for 70c per bu. F.O.B.

NOTE 4. Interest on capital invested in plant and business is not allowable; that is supposed to be taken care of in the 3% *net profit* provided for. Excess profits and income tax are not chargeable as expense items.

Preserve this for your guidance in lining up your books so as to know how you are going to come out in operating under the schedule of profits indicated.

UNDER THE stimulus of aeroplane requirements the flax acreage of Ireland increased from 50,000 to 150,000 acres in two years, making good in part the 100,000 tons per annum imported by British manufacturers from Russia.



## Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

**P. R. R.** in Sup. 10 to 7693 names rates on grain from Buffalo, N. Y., to stations on its lines, effective Nov. 18.

**Mo. P.** in Sup. 1 cancels 201-AH showing elevation and transfer allowances on grain and seed, effective Dec. 12.

**C. & E. I.** in 7725-B gives joint rates on grain from stations on its line to points in Indiana, Michigan and Ohio, effective Dec. 17.

**A. T. & S. F.** in Sup. 5 to 12462 names rates on grain and grain products between points on its lines in New Mexico and connecting lines, effective Nov. 20.

**Grand Trunk** in Sup. 3 to 324-E gives rates on grain and grain products from Chicago, Milwaukee, and points in Indiana and Illinois to C. F. A. points, effective Nov. 27.

**Great Northern** in Sup. 40 24847 names rates on grain and grain products between stations in Minnesota, Wisconsin, Iowa, South Dakota and North Dakota, effective Nov. 18.

**A., T. & S. F.** in Sup. 2 to 5655-X cancels item 15-A, relating to elevation allowances on grain and grain products from points in Missouri, Kansas, Colorado (east of Colorado Common Points), and Oklahoma, also Superior, Neb., to Galveston, Port Bolivar and Texas City, Tex., when for export to countries named, also to Beaumont, Tex., when destined to Mexican Gulf Ports, effective Dec. 12.

**I. T. S.** in 516 cancels 377-B and 446 and quotes rates on grain and grain products between stations on the Kankakee & Urbana Traction Co.'s lines and points Illinois and Missouri, effective Nov. 25.

**Mo. P.** in Sup. 5 to 1980-F names rates on grain, grain products, seed and seed products from Colorado, Kansas, Missouri, Nebraska and Oklahoma points to Southwestern points, effective Nov. 30.

**C. I. & L.** in 7817 cancels 908-C and names rates on grain and grain products from points on its line in Illinois to points in Massachusetts, Maryland, New York, Pennsylvania and other eastern and Virginia points, effective Dec. 1.

**N. C. & St. L.** in Sup. 7 to 4694-A gives rules and regulations governing allowance of transit privileges on grain and grain products from Ohio and Mississippi River crossings to points in southeastern and Cairo territory, effective Dec. 3.

**C. & E. I.** in Sup. 10 to 7575-B cancels the elevation allowance at Chicago, reduces the minimum charge for carload shipments to \$15, reduces the rates on corn grits to the corn rate, and reduces the rate on flour substitutes to the wheat flour rate, effective Dec. 12.

**A. T. & S. F.** in Sup. 2 to 5702-E quotes rates on broom corn, castor beans, pop corn, seeds, hay and straw between points in Kansas, Colorado, Oklahoma, also Superior, Neb., and Joplin, Mo., and Kansas City, St. Joseph, Mo., Atchison, Leavenworth, Kan., Omaha, Lincoln, Neb., Sioux City, Ia., Chicago, Peoria, Ill., St. Louis, Mo., St. Paul, Minn., and points taking same rates or arbitraries higher, as shown; also distance rates between stations in Kansas; stations in Oklahoma and stations in Kansas, also Superior, Neb., and Joplin, Mo., Superior, Neb., Joplin, Mo., and stations in Kansas; also on corn husks from stations in Oklahoma to Chicago, St. Louis, E. Ft. Madison, Fort Madison and Missouri River points, effective Dec. 12.

## Plan Fertilizer Supply at Once.

By J. W. HENCEROTH.

Another crisis has arisen in the fertilizer industry, which seriously threatens the spring fertilizer supply. Even last fall the fertilizer companies were able to fill only 75 to 85 per cent of their orders—some even less—and many farmers were compelled to seed their wheat without fertilizer.

Plans for next spring's fertilizer supply must be made at once, and now the fertilizer industry finds itself confronted by a new difficulty. The labor supply has failed. Factory forces, for the past month or more, have been cut 30 to 40 percent. There is no reason to expect any improvement in the labor situation by next spring; on the contrary it is probable that many more laborers will be removed by the draft.

Here is where the farmer must help. He must order early, accept *early shipment* and store the goods in his own barn. The factory can't get storage room; neither can the local dealer. It's up to the farmer.

And please notice this point: This year "Early Ordering" doesn't mean February—nor even January. It means NOW—October and November.

It is going to take something of a "jar" to impress this point upon the farmer's mind and actually get action. May I ask dealers' co-operation in bringing this matter prominently to the attention of the farmer and all farm leaders? This is a matter which must be given immediate attention in order to be effective.

EVEN THE PACIFISTS will consent to a war, on rats.

# HESS GRAIN DRIERS

Ten sizes—all capacities.

Continuous and batch discharge.

Dry anything granular; grain, seed, peas, beans, cotton seed, etc.

New Booklet ready.

**HESS WARMING & VENTILATING CO.**  
**907 Tacoma Bldg., Chicago, Illinois**

For steam heat only (see Fuel Administration's ruling on fire heated driers)

*Shortage of skilled labor, and restrictions in the use of steel suggest early purchases*



## Supreme Court Decisions

**Notice to Carrier of Claim.**—The giving of the written notice of claim being made a condition precedent to a recovery, the burden of proof rests upon the shipper to show that such notice was given within the time provided, when made an issue in the case.—*Atchison, T. & S. F. Ry. Co. v. Cooper*. Supreme Court of Oklahoma. 175 Pac. 539.

**Miller's Contributory Negligence.**—An experienced miller, who, on the pipe feeding the roller mill becoming choked, opened the casing around the rollers, and with a stick poked in pipe, bringing down so much corn that it knocked his hand between the rollers, was guilty of contributory negligence.—*Bright v. Collins*. Court of Appeals of Kentucky. 205 S. W. 905.

**Not Necessary to Notify Consignor on Straight B/L.**—In absence of notation or direction in B/L, carrier need not presume, on refusal of consignee to accept, that consignor is owner of goods, and need not notify him, unless in the particular circumstances reasonable care requires it.—*Markowitz v. New York Cent. R. Co.* Supreme Court of New York. 172 N. Y. Supp. 233.

**A mutual fire insurance company, organized under the law of Ohio, without capital stock, and insuring property only of its members, is within the exemption of Act Oct. 22, 1914, and not subject to the stamp tax on its policies imposed thereby, although under the state statute it may and does charge a cash premium in advance, and maintains a reserve, on which it incidentally earns interest.**—*Niles v. Central Mfrs. Mut. Ins. Co.* U. S. Circuit Court of Appeals. 252 Fed. 564.

**Landlord's Lien.**—Where landlord, by express provision of lease, is given lien upon crops as security for rent, the lien is effectual, not only as regards the crops of the first year, but also as to those raised during subsequent years; the lien attaching when crop is planted. Where landlord placed rental notes in hands of bank for collection and deposited lease giving lien on crops, and the bank subsequently took a chattel mortgage on the crops, the bank upon receiving proceeds of sale of crops took them in trust for landlord.—*La Grande National Bank v. Oliver*. Supreme Court of Oregon. 175 Pac. 434.

**Measure of Damages to Cargo.**—Where a cargo of wheat was partly damaged by a collision in Galveston, the loading port, necessitating its unloading, drying, reconditioning, and reloading, an award of damages to its owner in the difference between its market value at Rotterdam, its destination, in sound condition, and its value there in its damaged condition, was not improper, where its sale in Galveston would have been made at a sacrifice and its delivery at destination minimized the loss, and such difference was less than the difference between its value at Galveston between the collision and its value there after it was reconditioned.—*The El Monte, the Clematis*. U. S. Circuit Court of Appeals. 252 Fed. 59.

**Elevator Operator Liable for Fire Due to Defective Machinery.**—The burning of a grain elevator, causing damage to vessels loading thereat, held due to negligence of the elevator company in not having proper equipment for notifying operator to stop drive wheel or conveyor belt, resulting in the fire from friction. Where an elevator company, through its negligence, permitted its elevator to burn, damaging vessels loading therefrom, for which it was liable, and a railroad company owned all the stock of such elevator company, except a few shares necessary to qualify the latter's officers, and leased the elevator to another railroad company for 999 years, the latter

assuming liability for damages, held, that the lessee is also liable for the loss to vessels.—*Steamship Willem Van Driel v. Pennsylvania R. Co.* U. S. Circuit Court of Appeals. 252 Fed. 35.

**Claims to Be Made on Destination Value.**—Under the Cummins amendment of March 4, 1915, to the Interstate Commerce Act, which declared that carriers should be liable for the full actual loss, a common carrier, where wheat was lost in transit is liable for the value of the grain at the point of destination, notwithstanding the shipment was made under a contract known as a "uniform B/L," which was part of the public tariffs filed with the Interstate Commerce Commission, and which provided that the loss should be computed on the value of the property at the time and place of shipment. In case of nondelivery, the carrier's common-law liability is the value of the goods at the point of destination at the time they should have been delivered.—*McCaull-Dinsmore Co. v. Chicago, M. & St. P. Ry. Co.* U. S. District Court, District of Minnesota. 252 Fed. 664.

### Thresher's Lien Record No Protection to Grain Buyer.

The Supreme Court of North Dakota on Sept. 25, 1918, denied a rehearing to the Kuroki Elevator Co., and the Farmers Elevator Co., of Kuroki, N. D., in the suit brought by Mrs. E. G. Auth to recover the value of wheat delivered to the elevators, and by deciding in favor of plaintiff placed on the grain buyers the burden of going back of the record filed in the office of the register of deeds.

The wheat had been grown by a tenant and the landlord, Auth, had delivered her share to the elevators. One J. F. Jensen had filed a lien for threshing, amounting to \$152, which exceeded the value of the 69 bushels of grain. Defendants introduced in evidence the lien itself as filed with the register of deeds, and no evidence to show that the facts recited in the lien claim were true, and the court said:

"The lien statement was merely evidence of its own existence, and that it had been filed in the register of deeds office. Clearly this lien statement did not establish the matters therein stated, and it was incumbent upon any one who sought to invoke the lien to establish its actual existence by competent evidence. Inasmuch as there was no evidence tending to establish a thresher's lien, it is unnecessary to determine whether defendant could plead such lien in mitigation of damages."

The only safe course to adopt is for grain buyers in North Dakota to refuse to pay out money for grain on which a lien has been filed; but to let the parties bring suit and pay the proceeds into court in escrow subject to order of court.—169 N. W. Rep. 80.

Two HAY compressing plants will be in full operation in Chicago for the Forage Branch of the Quartermaster Corps by the close of the present week. The compressing plant of J. B. Stevens & Co. is already in operation here, and the William Pratt Mfg. Co. plant will be in operation within a few days. The Forage Branch personnel witnessed a number of changes the past week. Capt. R. P. Atwood, who has been in the office of the Chief of the Branch here, has been transferred to Newport News, Va. Capt. C. W. Spofford, formerly stationed at Tiffin, Ohio, has been transferred to the office in Chicago. Capt. Ted Young has been transferred to the recompressing plant at Tiffin. Harry Channing Moore was commissioned the past week as a lieutenant in the Quartermaster Corps, and ordered to temporary duty with the Forage Branch in Chicago.

### Claude Bruce Now a Marine.

Claude Bruce, whose portrait is reproduced herewith, and who is the son of Claude Bruce, of the Holdridge Grain Co., St. Joseph, Mo., is one of the many connected with the grain trade who heard their country's call.

Claude enlisted in the United States Marines, and became a member of Company B, 13th Regiment, 1st Battalion, and is now in service in France.

An interesting story is connected with the activities of the regiment of which Claude is a member, and it is a story which would give some superstitious persons the shivers, altho the men who compose it are confident that, if ever there was merit in the belief that the number 13 brings bad luck in its train, they will be able to blot out that stain for all time.

The 13th departed from Quantico, Va., the training camp of the Marine Corps, on the 13th day of September. Before it left the members shook hands 13 times with the comrades they were leaving. The transport which carried them across the Atlantic was 13 days in making the passage, during which time the men sang just 13 songs. Can that be beaten for a combination of 13s?

It is to be hoped that the 13th had at least 13 minutes' go at the Huns before the order came to cease firing.

THE ARGENTINE Chamber of Deputies has authorized the expenditure of 15,000,000 paper pesos in the acquisition of bags, or the sacking necessary for their manufacture in this country, the finished article to be sold direct to farmers at cost price. During the year 1917 Argentina imported sacking for grain bags to a value of 4,110,000 gold pesos, twine for sewing bags worth 1,000,000 gold pesos, and binder twine to a value of 4,600,000 gold pesos. Some time ago a committee investigating the subject for the government reported the advisability of making bags from the straw going to waste at the flaxseed threshing machines.



Claude Bruce, U. S. M. C.



## Feedstuffs

COTTONSEED HULLS are being pushed as a feed for stock by the U. S. Food Administration.

THE INTERNATIONAL SUGAR FEED CO., Minneapolis, Minn., has removed its offices from the old building which has been turned over to the government, to the new Metropolitan Bank Bldg.

CHAS. A. KRAUSE, of the Chas. A. Krause Milling Co., of Milwaukee, Wis., has been confined to his home by an attack of rheumatism. The company will be operating its enlarged corn milling plant by Jan. 1, turning out 6,000 bus. per day.

MAURICE J. COHEN, sec'y of the Northwestern Feed Co., Minneapolis, Minn., and Roy Purchase of the Interstate Feed Co., Indianapolis, have entered the feeding stuffs division of the Food Administration at Washington under G. A. Chapman.

MILWAUKEE, WIS.—The feed milling dept. of the new plant of the Stratton-Ladish Mfg. Co. is practically complete and ready for operation. Altho work on the plant has been in progress for some months, official permits for the construction and alterations have only just been issued by the building inspection dept., following receipt of war construction permits.

I THINK it would be exceedingly unfortunate to have Congress pass the Gore Amendment to the Agricultural Bill. We all know that at the present time the chief source of dairy feeds are the by-products in the manufacture of flour, breakfast foods, gluten and other similar foodstuffs that are now so eagerly sought by dairy feeders. I trust that every effort will be made to prevent the passage of this amendment as I am sure our state laws will take care of any adulteration that the Senator had in mind when he drew the amendment.—H. Hayward, dean and director of the Delaware College Experiment Station, Newark, Del.

ELECTRIFIED grain has been threshed in Cornwall and Dorset, England. The process of electrification consists in soaking the seed in a weak solution of salt, passing a low voltage electric current through it while in soak, and slowly drying afterward. It is said to have given increases of 28% to 61% in yield.

### Exports of Feedstuffs.

August exports of feedstuffs, compared with August, 1917, and for the 8 months ending Aug. 31, compared with the corresponding 8 months ending Aug. 31, 1917, as reported by the Bureau of Domestic and Foreign Commerce, were as follows:

	August—		8 mos. ended	
	1918.	1917.	1918.	1917.
Bran, midds., tons	663	196	5,654	5,049
Dr. gr., mlt. spts., tons	2	231	10	678
Millfeed, tons	588	796	8,096	17,936
Corn oil cake, lbs.	.....	220,050	2,750	5,367,711
Ctn'sd cake, lbs.	.....	228,320	1,383,250	274,494,715
Ctn'sd meal, lbs.	2,250	3,199,832	4,528,121	102,119,121
Lins'd cake, lbs.	.....	24,539,043	9,939,455	*38,631,311
Lins'd meal, lbs.	745,400	566,914	16,181,447	*1,935,650

\*Figures cover period beginning July 1.

### Mixed Feeds Better Than Whole Corn.

Henry and Morrison, the leading authorities on feeding, have said that "owing to its wide nutrient ratio corn should not be fed to dairy cows as the sole concentrate except when leguminous roughages supply the lacking protein, and even then, more variety is better," an observation that has been confirmed by the experience of feeders.

Of the roughages, corn silage supplies total digestible nutrients most cheaply, followed by clover and alfalfa hay. For balancing a ration deficient in protein, cottonseed meal is usually the cheapest; linseed meal next; then dried distillers' grains; gluten feed; red clover hay and wheat bran.

Many stock feeders fail to realize, however, that labor is the most expensive thing upon the farm. Feeds can not be mixed at home to compete with feeds accurately mixed by machinery.

Many dairymen are so situated that they cannot choose ingredients nor can they take advantage of the market when one commodity is cheaper than the other.

The manufacturers of mixed feeds have already scientifically balanced dairy rations according to formula. The State Feed Departments have passed upon the contents of these feeds and the feeder is fully protected at all times in getting precisely what he bargains for.

The farmer usually should sell whole grains of every description because it is more profitable to feed by-product concentrates, supplemented by home grown roughage, silage, pasturage, etc., when economically available.

### Elevators Needed in Pacific Northwest.

The evil effects of Government at long range are beautifully illustrated by the action of some bureau at Washington in placing a veto on the building of more local grain elevators in the Pacific Northwest. After the Coast ports have expended millions of dollars in building terminal elevators to handle grain shipped in bulk, and after the farmers have spent more millions in building local elevators, this wiseacre tells them all to stop because they have enough elevators. This conclusion is said to be based on a survey, but whether the terminal or local elevators were surveyed does not appear, but certainly the agents of the Agricultural College and the farmers know the needs better than any official in Washington or any agent he may send to make a hasty survey.

If grain is to be shipped in bulk, more local elevators must be built and more units must be added to the terminal elevators, for the present capacity is not sufficient for the crops. If elevators are not built, sacks must be imported from India. Not only is the available supply of jute in such demand for war purposes that little is available for other uses, but the price is so high as to be a heavy tax on farmers. If jute could be obtained, ships would not be available to carry it. Surely, the truest economy is to build elevators which release this ship space and the jute for war purposes and which would be a permanent improvement.

If proper authority had been delegated to men on the ground they would have known all this and would have reached a wise decision. Because men in Washington have undertaken to decide at long

## Rosenbaum Review

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Edited by J. RALPH PICKELL

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WITH A PULSATING PUNCH!

WE WANT YOUR GRAIN BUSINESS!

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range, time must be wasted in convincing them of their error and in overcoming their natural aversion to confessing that they have erred.

How long will it be before those in authority learn that there is no particular quality in the atmosphere of Washington which endows those who breathe it with omniscience?—Portland Oregonian.

AT A MEETING of the Terminal Elevator Grain Merchants Ass'n held in Chicago Nov. 19 plans were considered for co-operating with the Food Administration in the handling of the 1919-20 wheat crop.

STOCKHOLDERS of the American Malting Co. at the recent annual meeting elected W. Forbes Morgan, Sol Wexler, Robert W. Nelson, John N. Woodfin, Stephen Peabody, De Forest Candee, R. H. Lansdale, S. Leonard and J. B. Taylor as directors, this giving preferred stockholders a majority of the board. R. H. Lansdale, vice-pres., was elected pres. to succeed W. B. Franklin, resigned, and De Forest Candee was elected vice-pres. All other officers were re-elected.

AT THE MEETING of the Council of Grain Exchanges held in Chicago in June, 1918, the sec'y was instructed to submit the various recommendations made at the meeting in a referendum to the various exchanges. In preparing this referendum Sec'y J. Ralph Pickell had the assistance of C. A. Magnuson, of Minneapolis, Wm. N. Eckhardt, of Chicago, and John R. Mauff, sec'y of the Chicago Board of Trade. The referendum will be ready for distribution the last week in November.



### Making Information Available.

Because the grain dealer does business quickly, closing transactions that mount well up into the thousands of dollars with only the thought and consideration that can be given to the matter in a few seconds to guide him in arriving at a decision, he finds constant need for more efficient and more up-to-date mechanical devices to assist him and to relieve him of the mental effort involved in handling purely routine matters.

These facts are found to be true and of vital importance to two classes of dealers especially, these being the grain merchant who does much trading over the telephone and the member of an organized market who does much trading for other persons in the option markets. The telephone trader needs to know instantly about the individual to whom he is talking and about the station at which that individual is located certain items of information in which are included: How much of each kind of grain does this man probably have? When did I talk with him last? What did he say? If I quoted him prices what were they? What is the freight rate between his station and each of several other stations? The broker who is trading for the account of others needs especially to have available information as to his customers' stand on the market, how much each is long or short and at what price.

All of these items of information, and many others, have an important effect on transactions that may be in progress, and all of them are constantly changing. A record that was complete in the morning may be wholly useless in the evening of the same day.

For keeping the accumulated information up to date and in such form that it may be at the finger tips of the man who is interested in it various systems and methods have been devised, but all of them have been found in practice to have some features that make them more or less unsatisfactory.

Recently, however, there has been placed on the market a device known as the Dumont Visible Index which seems to have all of the advantages of the other systems without any of their defects. The Index is made up of one or more panels or racks built to carry metal holders slidably mounted as shown in Figure 1. The panels may be mounted rigidly upon the

wall or a similar support, or they may be hinged to a wall so that they may be swung out into position for reading, or they may be placed on a revolving rack.

The metal card holders which form a part of the Index slide into position in the panel, and when once in place are automatically locked. Each holder has a place for the insertion of a slip bearing information for indexing purposes, this including either firm or individual name or station name, or both, and when the holder is in position in the panel or rack the slip, with the information which it bears, is plainly visible. The lower portion of each holder is slotted to hold a shouldered card, the standard size of which is  $3\frac{3}{8} \times 6\frac{7}{8}$  inches. Upon this card, which may be ruled to suit the needs of any business, may be endorsed the information desired.

In using the device the telephone trader simply takes from the rack, which he would have within easy reaching distance, the holder and card relating to the man with whom he is talking. Thus as he talks he has before him the facts that he needs to know and he can make any additions called for by the conversation, and, above all, he can find the card instantly when the conversation begins. The broker would use it in a similar manner to learn the things he wants to know about a customer's standing. The cards do not interfere with the visibility of the index slips as they are suspended from the bottom of the holder, and as each card is inserted into the rack it fits behind the cards below it. The card shown in Fig. 2 is ruled to serve as a hotel guest ledger card, but almost any ruling may be substituted for that shown. Moreover, both sides of the card can be utilized and thus provision can be made for an almost endless variety of information and data.

AS A THANKSGIVING reminder the Palmer-Miller Grain Co., of Celina, O., recently sent to friends in the trade one of its letter-heads upon which was printed a cartoon showing a Yank driving a wild boar which wears a German helmet while he carries upon his shoulder a leg of beef labeled "Bull-garia," leads Turkey by a rope around its neck and keeps a wary eye on Austria (a goose) that waddles along at his side. The caption to the cartoon reads, "It ought to be a great Thanksgiving this year! Things seem to be coming our way!" Enclosed with the cartoon was a cartridge pencil.

### Uniform Grades Are Not Uniform Inspection.

A recent bulletin issued by Sec'y E. J. Smiley, of the Kansas Grain Dealers Ass'n, reports the inspection of a car of wheat sold by the Farmers Union Co-operative Ass'n, of Osborne, Kan., to the Robinson Grain Co., of Salina, Kan., and by the latter company shipped to the Sperry Flour Co., at Los Angeles, Cal.

Dockage of 4% was assessed on the shipment by Inspector Chester Silcox, holding a federal license, at Los Angeles, and a notation on the inspection certificate states that the dockage was cracked wheat.

When the matter was referred to Mr. Smiley he took it up with Charles J. Brand, chief of the Bureau of Markets, and Mr. Brand advised him that as the parties to the transaction had failed to take advantage of their right of appeal within the prescribed time the Dep't was without authority to revoke or supersede the grade assigned by the inspector. He stated also, however, that the supervisor in charge of the district in which Mr. Silcox is located had been requested to instruct him immediately as to the proper method to pursue in making dockage determinations.

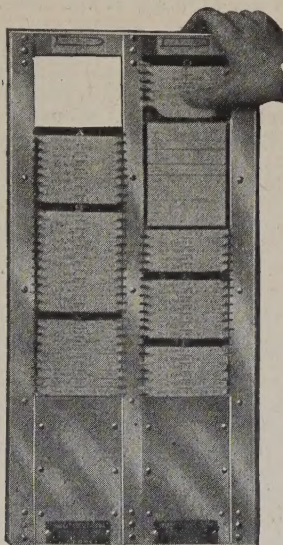
In his letter to Mr. Brand, and in further comment on the subject, Mr. Smiley calls attention to the rules for grading wheat, under which cracked wheat is only to be considered dockage when it is necessarily removed in separating foreign material; and in the bulletin he repeats a former statement to the effect that while we have uniform federal grades, we are farther from uniform inspection than ever before in the history of the grain trade.

As further evidence of the inefficiency of the Bureau of Markets, and the federal-licensed inspectors, Mr. Smiley says:

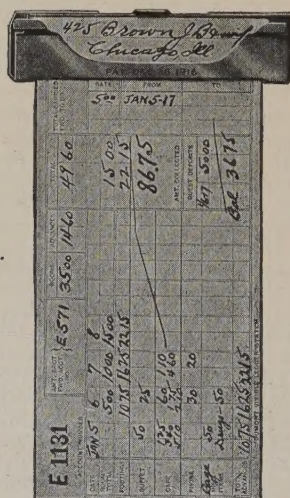
"A shipment of wheat from an industry located in Kansas was made to a St. Louis concern; terms of contract St. Louis inspection, Cairo weights. The contents of the cars were inspected by the federal-licensed inspector at Topeka, who made it No. 1 Hard. For some reason unknown to anyone, the carrier failed to stop the cars at St. Louis for inspection and upon its arrival at Cairo, a licensed inspector made the contents mixed wheat, containing 30% of northern spring wheat. The contents of these cars were grown in Central Kansas, where no spring wheat is raised, and the industry handling this wheat has not received a single bushel of spring wheat at their elevator. They have notified Mr. Brand that they will not stand for such a ruling, and further advised him that they were not privileged to exercise their right of appeal in accordance with the Act, for the reason that they were not notified of the grade until ten days after the grain had been inspected and unloaded in the elevator.

Mr. Brand will hear from this office further regarding the inefficiency of the Bureau of Markets and the federal-licensed inspectors, and if there is no other way to reach the Department, we will take the matter up thru our U. S. Senator, and two of our Congressmen. The conditions are growing worse instead of better."

IT IS PRACTICALLY impossible to develop an export trade in grain while the different governments retain control of cereals and shipping. The trading with the enemy act prevents sales to central Europe.



Panel of Dumont Visible Index.



Card Holder and Record Card of Dumont Visible Index.



# The GRAIN DEALERS JOURNAL.

## Insurance Notes.

TWENTY-SIX acres of corn in a field near Grundy Center, Ia., was completely destroyed last week by a fire started by sparks from a C. & N.-W. locomotive. Farmer's family being sick with influenza, loses \$1,500, and yet some elevator owners persist in covering their buildings with wood shingles. Call the fire marshal.

OVER-INSURANCE probably causes the State Fire Marshal's office more unnecessary trouble and labor than any other circumstance connected with fires. The term "over-insurance" carries its meaning on its face; but lest there be some who do not understand its import it may be explained that it simply means insurance in an amount in excess of the value of the property insured. It is a bugaboo to insurance companies and this office alike, and it seems impossible to entirely eliminate it.—*Ohio State Fire Marshal.*

THE EXCESSIVELY HOT EXHAUST of the gasoline engine is both a fire hazard and an evidence of waste. The Michigan Millers Fire Ins. Co. in a recent report of tests, says: It must not be assumed that an engine is running under the best possible conditions when the exhaust is so very hot (1,000 degrees), but rather at its poorest or least economical condition. The one thing that has more effect on temperature than anything else is the timing of the spark or the position of the piston along its travel when the gaseous charge is exploded. If the spark occurs late, that is after the piston has started on its outward or working stroke, the gas will not be completely burned when the exhaust valve opens and the gas will be forced out in a sheet of flame at a very high temperature. If, on the other hand, the spark is early, that is, occurs before the piston reaches its inner point of travel the charge has sufficient time to explode giving a higher pressure and temperature, but nevertheless the temperature will be lower than in the case of a late spark.

FRICTION CLUTCHES having V-shaped grooves in which are wedged V-shaped pieces of wood, form a fire hazard which should not be tolerated in a food storehouse. The slipping of the clutches causes friction and fire. Look out!

PERCY E. GOOLRICH, of the Goodrich Bros. Hay & Grain Co., of Winchester, Ind., and pres. of the Grain Dealers National Ass'n, was recently elected a director of the Grain Dealers Fire Insurance Co. to fill the vacancy created by the death of Thomas A. Morrisson.

CHICAGO, ILL.—The name of the Millers Mutual Casualty Co. has been changed to Integrity Mutual Casualty Co. Hundreds of names had been submitted to and considered by the Board of Directors, and their choice of Integrity was approved by a meeting of policyholders Nov. 7. The name of the company is a concrete expression of its ideals. The

word Integrity expresses with remarkable fidelity, accuracy and fulness the steadfast purpose of the men who organized and have built the company to its present strength, as well as the hopes and ambitions which they have for its future.

RECORD crops have been produced in many parts of Mesopotamia, in spite of the fact that war has raged thruout the country, and it is estimated there will be a surplus of 120,000 tons of barley and wheat after supplying the needs of the inhabitants.

## THE RECORDS

OF THE

### Flour Mill and Grain Elevator Mutual Insurance Companies

show that 80% of all fires in Mills and Elevators start in elevators. The installation of an automatic feeding device which will positively prevent an elevator choking from over-feeding and an automatic relief which will prevent an elevator choking from bin getting full or spout choking, will annually save millions of dollars in fire loss and add at least 50% to efficiency of any stand of grain elevators. These devices are perfected and are available for mill and elevator owners, are very inexpensive and absolutely practical. Full particulars will be furnished, free of charge, by this office, on request.

**Mutual Fire Prevention Bureau**  
OXFORD, MICHIGAN

INCORPORATED 1877

### The Millers' Mutual Fire Insurance Association of Illinois

ALTON, ILLINOIS

Insures Elevators, Mills, Grain Warehouses and Contents of same at Cost.

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Organized 1902

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In three widely separated sections of the country, we have had fires during the past two months that originated inside the elevator stands. There is no question about these; the fires broke out in the day time, and were burning inside the leg when discovered.

The elevator stand is the most important piece of machinery in the house, and receives the least care of any. It should be given attention daily; especially, it should be checked over before closing for the night. By doing this you may avoid one of those "mysterious" midnight fires.

C. R. McCotter

Western Manager

Omaha, Nebraska



C. A. McCotter

Secretary

Indianapolis, Indiana

INDIANAPOLIS, IND.

A fire from any cause will be a calamity; a careless fire will be a crime

### WESTERN GRAIN DEALERS MUTUAL FIRE INSURANCE ASSOCIATION

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**Form 23** is an Indexed Journal, keeps a record of 10,000 wagon loads. Each man's loads are entered on his page. It keeps a record of scale weights. From it both debits and credits are posted to ledger, crediting the customer with the amount received and charging it to the grain's account.

In using this book the dealer minimizes the chance of making errors by posting from original entries.

The book is ruled with column headings as follows: Date; L. F.; L. F.; Kind of Grain; Remarks; Gross; Tare; Net; Bushels; Pounds; Price; Amount.

The book contains 240 pages, size 10½x15½ inches. The best linen ledger paper is used. The regular ledger index in front will accommodate all names necessary. The book is bound in extra heavy cloth covers with leather back. Price \$3.00.

**GRAIN DEALERS JOURNAL**

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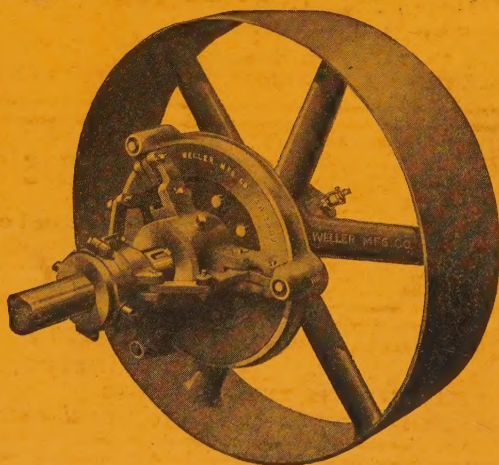
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